### Aon Risk Solutions Global Risk Consulting Actuarial and Analytics

# Pennsylvania Insurance Department – Bureau of Special Funds

Actuarial Analysis for the Underground Storage Tank Indemnification Fund and the Tank Installers Indemnification Program

As of June 30, 2014

Issue Date - November 26, 2014

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### I. Introduction

### Purpose

Aon Global Risk Consulting (AGRC) has been retained by the Pennsylvania Department of General Services (PA DGS) on behalf of the Pennsylvania Insurance Department, Bureau of Special Funds (PA BSF) to provide an actuarial review of the Underground Storage Tank Indemnification Fund (USTIF) and the Tank Installers' Indemnification Program (TIIP) as of June 30, 2014.

The estimated liabilities and projections included in this report are intended to be used to support the management of the USTIF and TIIP. These estimates are based on data valued as of June 30, 2014.

# Background

The Underground Storage Tank Indemnification Fund began operation in February 1994 with the purpose of helping underground storage tank owners and operators comply with financial responsibility requirements established by the Federal Environmental Protection Agency (EPA) in the event of a regulated substance release from an eligible underground storage tank (UST). The USTIF also manages the Tank Installers' Indemnification Program which provides coverage to tank installers.

The USTIF is funded by the payment of capacity and throughput fees on regulated substances by tank owners and operators. The USTIF also receives revenue income from investments and other items. The TIIP is funded by the payment of annual certified company fees and tank installer activity fees by certified tank installer companies.

The USTIF issued a \$100mln loan to the Commonwealth of Pennsylvania on October 15, 2002 (General Fund Loan). The outstanding principal on the loan is \$67.5mln as of June 30, 2014.

# Scope

The specific scope of our analysis is to provide the following:

- a. Estimate the unpaid loss and allocated loss adjustment expense (ALAE) as of June 30, 2014 for USTIF. The estimates will be provided on a net basis with respect to USTIF's limits and deductibles. Estimates will be provided on both a discounted and undiscounted basis. The interest rates used for discounting the unpaid losses was provided by PA BSF. A review of the appropriateness of the discount rate is outside of scope for this review.
- b. Evaluate the financial status of the USTIF as of June 30, 2014.
- c. Recommend fees for USTIF based on the Underground Storage Tank Indemnification Board (Board) requirements.



- d. Prepare a cash flow report for USTIF that projects payments and investment income through the twenty year period beginning July 1, 2014. The sensitivity of the results to the underlying interest rate assumption will also be tested. Pro forma balance sheets and income statements will be prepared for this period.
- e. Project the annual TIIP underwriting income for the ten year period beginning July 1, 2014.

We, Charles B. Kullmann and Jay Matthew South are members of the American Academy of Actuaries and meet the Qualification Standards of the American Academy of Actuaries to render the actuarial opinion contained herein.

This report was prepared with the assistance of Sida Wen from Financial Integrity Resources Management, LLC in accordance with our Small Disadvantaged Business proposal submitted to the PA DGS.

We performed this analysis using generally accepted actuarial principles and in accordance with all relevant Actuarial Standards of Practice.

Please contact us if you have any questions regarding this report.

Respectfully submitted,

Aon Global Risk Consulting

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### II. Conditions and Limitations

# **Inherent Uncertainty**

Actuarial calculations produce estimates of inherently uncertain future contingent events. We believe that the estimates provided represent reasonable provisions based on the appropriate application of actuarial techniques to the available data. However, there is no guarantee that actual future payments will not differ from estimates included herein.

# **Extraordinary Future Emergence**

Our projections make no provision for the extraordinary future emergence of losses or types of losses not sufficiently represented in the historical data or which are not yet quantifiable.

#### **Data Reliance**

In conducting this analysis, we relied upon the provided data without audit or independent verification; however, we reviewed it for reasonableness and consistency. Any inaccuracies in quantitative data or qualitative representations could have a significant effect on the results of our review and analysis.

# Discounting

The uncertainty inherent in the discounted unpaid loss estimates is greater than the uncertainty in the undiscounted loss estimates. This is because undiscounted liabilities normally contemplate an implicit risk margin for the variability in the loss estimation process (e.g., underover-estimating). Discounting takes away this implicit risk margin and would subject the unpaid loss estimates to additional risks such as yields on the investment portfolio and the timing risk. Future loss payments could occur more or less rapidly than expected due to random variations and the timing of large claim payments. We made no adjustment to account for these risk margins. The interest rates used for discounting the unpaid losses was provided by PA BSF. A review of the appropriateness of the discount rate is outside of scope for this review.

### **Use and Distribution**

Use of this report is limited to PA BSF for the specific purpose described in the Introduction section. Other uses are prohibited without an executed release with Aon.

Distribution by PA BSF is unrestricted. We recognize that this report may be distributed to third parties. We request that Aon be notified of further distribution of this report. The report should only be distributed in its entirety including all supporting exhibits.



# III. Executive Summary

# **Summary of Results**

### I. Estimated Outstanding Loss and ALAE for USTIF as of June 30, 2014

The following table summarizes the estimated outstanding loss and ALAE for USTIF as of June 30, 2014. Please see the Observation/Findings section of this report for more details.

Est	timated Unpaid Los	s and ALAE at 6/30/20	14
(1)	(2)	(3)	(4)
Report Year Beginning 1/1:	Estimated Ultimate Loss and ALAE	Paid Loss and ALAE	Estimated Total Outstanding as of 6/30/2014
1994	\$18,414,580	\$17,114,534	\$1,300,046
1995	\$51,831,532	\$46,196,680	\$5,634,852
1996	\$65,250,000	\$57,063,979	\$8,186,021
1997	\$81,624,776	\$71,862,103	\$9,762,673
1998	\$116,000,000	\$100,871,362	\$15,128,638
1999	\$137,900,000	\$116,148,536	\$21,751,464
2000	\$83,900,000	\$68,862,615	\$15,037,385
2001	\$97,250,000	\$77,716,892	\$19,533,108
2002	\$78,538,808	\$61,243,293	\$17,295,515
2003	\$51,700,000	\$38,605,824	\$13,094,176
2004	\$71,640,937	\$50,671,790	\$20,969,147
2005	\$53,675,064	\$36,266,798	\$17,408,266
2006	\$40,341,838	\$25,730,044	\$14,611,794
2007	\$45,581,258	\$27,548,661	\$18,032,597
2008	\$44,000,000	\$23,339,264	\$20,660,736
2009	\$43,000,000	\$19,392,312	\$23,607,688
2010	\$40,300,000	\$16,049,811	\$24,250,189
2011	\$45,900,000	\$13,233,669	\$32,666,331
2012	\$44,810,025	\$6,695,252	\$38,114,773
2013	\$47,800,000	\$2,792,773	\$45,007,227
1/1 - 6/30/2014	\$23,950,000	\$45,078	\$23,904,922
Total	1,283,408,818	877,451,270	405,957,548



#### II. Financial Position for USTIF as of June 30, 2014

The following table presents USTIF's estimated financial position as of June 30, 2014. The results are based on our ultimate loss and ALAE projections and the financial statement information and projections provided by USTIF. Please see the Cash Flow and Actuarial Assumptions section of this report for more details.

Financial Position at 6/30/2014										
(1)	(2)	(3)								
Assets	Undiscounted	Discounted at 4%								
Cash and Invested Assets	\$193,308,216	\$193,308,216								
DCED Loan Receivable	-	-								
General Fund Loan Receivable	67,500,000	67,500,000								
Interest receivable on GF Loan	14,228,415	14,228,415								
Total Assets	275,036,631	275,036,631								
Liabilities										
Outstanding Loss and ALAE	405,957,548	323,924,819								
Other Liabilities	7,693,851	7,693,851								
Total Liabilities	413,651,399	331,618,670								
Surplus / (Deficit)	(138,614,768)	(56,582,039)								

The discounted financial position only discounts the outstanding loss and ALAE expense. The interest rate of 4% used for discounting was provided by PA BSF. The discounting assumes that there are sufficient assets available which have suitably scheduled maturities and/or adequate liquidity to meet the assumed cash flow and investment requirements, which is not the case based on the current projections as the discounted position corresponds to a deficit.

We have been asked to evaluate the sensitivity of the results to the interest rate used for discounting. The total Surplus / (Deficit) based on interest rates of 3.5% and 4.5% are as follows:

	Discounted at 3.5%	Discounted at 4.0%	Discounted at 4.5%
Surplus / (Deficit)	(65,075,492)	(56,582,039)	(48,495,095)



#### III. Recommendations Regarding USTIF Fees

On September 29, 2003 the Board established a fee setting objective that requires having positive Cash and Invested Assets for a projection period of at least five years. The following tables (Cash Flow Table 1.1 and 1.2) present ten year cash flow projections for the current fee structure under the two scenarios requested by USTIF. Scenario 1 assumes that repayment of the GF Loan will follow the terms presented in the 2014 Memorandum of Understanding between the Office of the Budget and the Insurance Department. Specifically, Scenario 1 assumes future annual payments will be fixed at \$7mln and will begin during the fiscal year beginning 7/1/2015. The payments are assumed to continue until the outstanding principal and interest are paid in full. Scenario 2 assumes that no payments will be made on the GF loan during the projection period.

Under both scenarios, our model predicts that the five year requirement for positive Cash and Invested Assets will be met under the current fee structure (Capacity / Throughput fees of \$.0825 / \$.011). In other words, no fee increases are necessary under the assumptions underlying this analysis and the requirement that positive cash and invested assets be maintained over a five year time horizon. However, the deficit will continue to grow during this period.

			<u> </u>	Cash Flow	<u>Table 1.1</u>								
		GF L	oan Scena	ario 1: Ann	ual Payme	ents of \$7	mln						
	Fee Structure: 0.0% Increase in Fees Effective 1/1/2015												
All Values in \$000's													
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)				
Fiscal Year Beginning	Initial Cash & Invested Assets	Fee Revenue	Loss & ALAE Payments	Investment Income at 4% per annum	Other Cash Flows	Total Cash Flow	Ending Cash and Invested Assets	Undiscounted Year End Deficit	Discounted Year End Deficit				
7/1/2014	193,308	60,150	(51,197)	7,652	(12,956)	3,649	196,957	(132,252)	(51,498)				
7/1/2015	196,957	59,613	(51,990)	7,909	(6,096)	9,436	206,393	(128,287)	(48,492)				
7/1/2016	206,393	59,080	(53,773)	8,255	(5,330)	8,232	214,625	(125,186)	(46,011)				
7/1/2017	214,625	58,554	(55,780)	8,531	(5,485)	5,819	220,444	(123,944)	(45,006)				
7/1/2018	220,444	58,032	(56,423)	8,737	(5,649)	4,697	225,141	(124,609)	(45,506)				
7/1/2019	225,141	57,516	(57,074)	8,894	(6,041)	3,294	228,436	(127,551)	(47,887)				
7/1/2020	228,436	57,005	(57,769)	8,993	(6,448)	1,780	230,216	(132,878)	(52,267)				
7/1/2021	230,216	56,499	(57,532)	9,051	(6,872)	1,144	231,360	(140,651)	(58,732)				
7/1/2022	231,360	55,998	(56,584)	9,096	(7,313)	1,197	232,557	(150,945)	(67,420)				
7/1/2023	232,557	55,502	(56,858)	9,120	(7,772)	(8,0)	232,549	(163,917)	(78,545)				
7/1/14 - 6/30/24	193,308	577,946	(554,981)	86,238	(69,962)	39,241	232,549	(163,917)	(78,545)				



Please see the exhibit "Pro Forma 1.3 - Cash Flow" for the continuation of this projection through 6/30/2034. The Cash and Invested Assets are expected to remain positive throughout the full projection period (i.e., through 6/30/2034).

The cash flow projections under Scenario 2 are as follows:

	Cash Flow Table 1.2												
		GF	Loan Scen	ario 2: No	<b>Payments</b>	on GF Lo	an						
	Fee Structure: 0.0% Increase in Fees Effective 1/1/2015												
All Values in \$000's													
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)				
Fiscal Year Beginning	Initial Cash & Invested Assets	Fee Revenue	Loss & ALAE Payments	Investment Income at 4% per annum	Other Cash Flows	Total Cash Flow	Ending Cash and Invested Assets	Undiscounted Year End Deficit	Discounted Year End Deficit				
7/1/2014	193,308	60,150	(51,197)	7,652	(12,956)	3,649	196,957	(132,252)	(51,498)				
7/1/2015	196,957	59,613	(51,990)	7,769	(13,096)	2,296	199,253	(128,410)	(48,615)				
7/1/2016	199,253	59,080	(53,773)	7,830	(12,330)	0,806	200,059	(125,682)	(46,506)				
7/1/2017	200,059	58,554	(55,780)	7,808	(12,485)	(1,903)	198,156	(125,074)	(46,136)				
7/1/2018	198,156	58,032	(56,423)	7,705	(12,649)	(3,334)	194,822	(126,648)	(47,545)				
7/1/2019	194,822	57,516	(57,074)	7,541	(13,041)	(5,059)	189,763	(130,783)	(51,120)				
7/1/2020	189,763	57,005	(57,769)	7,306	(13,448)	(6,907)	182,856	(137,603)	(56,992)				
7/1/2021	182,856	56,499	(57,532)	7,016	(13,872)	(7,890)	174,966	(147,179)	(65,260)				
7/1/2022	174,966	55,998	(56,584)	6,701	(14,313)	(8,199)	166,767	(159,602)	(76,077)				
7/1/2023	166,767	55,502	(56,858)	6,348	(14,772)	(9,780)	156,988	(175,043)	(89,671)				
7/1/14 - 6/30/24	193,308	577,946	(554,981)	73,676	(132,962)	(36,321)	156,988	(175,043)	(89,671)				

The Cash and Invested Assets are expected to remain positive under the assumptions in Cash Flow Table 1.2 through 6/30/2031. Additional details regarding the scenario modeled in Cash Flow Table 1.2 are available upon request.

We have been asked to evaluate the sensitivity of these results to the interest rate used for discounting. The total combined results for 7/1/14 - 6/30/24 based on interest rates of 3.5% and 4.5% are as follows:



<u>Cash F</u>	Cash Flow Results under Additional Investment Rates – 7/1/14 through 6/30/2024 Combined  GF Loan Scenario 1: Annual Payments of \$7mIn  Fee Structure: 0.0% Increase in Fees Effective 1/1/2015													
All Values Sh	All Values Shown in \$000's													
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)					
Investment Rate	Initial Cash & Invested Assets	Fee Revenue	Loss & ALAE Payments	Investment Income	Other Cash Flows	Total Cash Flow	Ending Cash and Invested Assets	Undiscounted Year End Deficit	Discounted Year End Deficit					
3.5% 4.0%	193,308 193,308	577,946 577,946	(554,981) (554,981)	73,661 86,238	(69,962) (69,962)	26,664 39,241	219,972 232,549	(176,494) (163,917)	(99,859) (78,545)					
4.5%	193,308	577,946	(554,981)	99,391	(69,962)	52,394	245,702	(150,764)	(57,097)					

Cash	Cash Flow Results under Additional Investment Rates - 7/1/14 through 6/30/2024 Combined														
	GF Loan Scenario 2: No Payments on GF Loan														
	Fee Structure: 0.0% Increase in Fees Effective 1/1/2015														
All Values Sh	All Values Shown in \$000's														
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)						
Investment Rate	Initial Cash & Invested Assets	Fee Revenue	Loss & ALAE Payments	Investment Income	Other Cash Flows	Total Cash Flow	Ending Cash and Invested Assets	Undiscounted Year End Deficit	Discounted Year End Deficit						
3.5%	193,308	577,946	(554,981)	62,811	(132,962)	(47,186)	146,122	(185,908)	(109,274)						
4.0%	193,308	577,946	(554,981)	73,676	(132,962)	(36,321)	156,988	(175,043)	(89,671)						
4.5%	193,308	577,946	(554,981)	85,075	(132,962)	(24,922)	168,386	(163,644)	(69,977)						

The investment rates are applied to the cash and invested assets underlying column (5) of the tables and to discount the unpaid loss and ALAE amounts underlying column (10) of the tables. Although we have varied the investment rate, the GF Loan interest rate remains unchanged at 0.5% per annum.



#### IV. Alternative Fee Structures

As shown in the above cash flow projections, the deficit is expected to grow under the current fee structure. In order to ensure that the deficit does not grow over the ten year time horizon, the fees would have to be increased by approximately 3.8% under GF Loan scenario 1 and 5.5% under GF Loan scenario 2. The Scenario 1 cash flow projections under the revised fee structure (+3.8%) are presented in the following table.

			<u>C</u>	ash Flow 1	Table 2.1									
		GF L	oan Scena	rio 1: Annı	ıal Payme	nts of \$7	mln							
	Fee Structure: 3.8% Increase in Fees Effective 1/1/2015 (\$.0856 / \$.0114)													
All Values Shown in	All Values Shown in \$000's													
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)					
Fiscal Year Beginning	Initial Cash & Invested Assets	Fee Revenue	Loss & ALAE Payments	Investment Income at 4% per annum	Other Cash Flows	Total Cash Flow	Ending Cash and Invested Assets	Undiscounted Year End Deficit	Discounted Year End Deficit					
7/1/2014 7/1/2015 7/1/2016 7/1/2017 7/1/2018 7/1/2019 7/1/2020 7/1/2021 7/1/2022 7/1/2023	193,308 198,123 209,916 220,579 228,906 236,191 242,156 246,695 250,688 254,828	61,293 61,878 61,325 60,779 60,237 59,701 59,171 58,645 58,125 57,611	(51,197) (51,990) (53,773) (55,780) (56,423) (57,074) (57,769) (57,532) (56,584) (56,858)	7,675 8,001 8,441 8,813 9,120 9,379 9,585 9,753 9,912 10,053	(12,956) (6,096) (5,330) (5,485) (5,649) (6,041) (6,448) (6,872) (7,313) (7,772)	4,815 11,793 10,663 8,327 7,285 5,966 4,538 3,993 4,140 3,034	198,123 209,916 220,579 228,906 236,191 242,156 246,695 250,688 254,828 257,862	(131,086) (124,764) (119,232) (115,482) (113,560) (113,830) (116,399) (121,323) (128,674) (138,604)	(50,332) (44,969) (40,057) (36,544) (34,457) (34,167) (35,788) (39,404) (45,149) (53,232)					
7/1/14 - 6/30/24	193,308	598,765	(554,981)	90,732	(69,962)	64,554	257,862	(138,604)	(53,232)					



The Scenario 2 cash flow projections under the revised fee structure (+5.5%) are presented in the following table.

	Cash Flow Table 2.2													
		GF I	oan Scen	ario 2: No I	Payments of	on GF Lo	oan							
	Fee Stru	ucture : 5	5.5% Increa	se in Fees	Effective 1	1/1/2015	(\$.0870 /	\$.0116)						
All Values Shown in	All Values Shown in \$000's													
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)					
Fiscal Year Beginning	Initial Cash & Invested Assets	Fee Revenue	Loss & ALAE Payments	Investment Income at 4% per annum	Other Cash Flows	Total Cash Flow	Ending Cash and Invested Assets	Undiscounted Year End Deficit	Discounted Year End Deficit					
7/1/2014 7/1/2015 7/1/2016 7/1/2017 7/1/2018 7/1/2019 7/1/2020 7/1/2021 7/1/2022 7/1/2023	193,308 198,635 204,324 208,630 210,336 210,727 209,513 206,577 202,788 198,827	61,795 62,873 62,312 61,756 61,206 60,662 60,123 59,589 59,061 58,537	(51,197) (51,990) (53,773) (55,780) (56,423) (57,074) (57,769) (57,532) (56,584) (56,858)	7,685 7,901 8,097 8,215 8,256 8,240 8,159 8,027 7,875 7,691	(12,956) (13,096) (12,330) (12,485) (12,649) (13,041) (13,448) (13,872) (14,313) (14,772)	5,327 5,689 4,306 1,706 0,391 (1,213) (2,936) (3,789) (3,962) (5,401)	198,635 204,324 208,630 210,336 210,727 209,513 206,577 202,788 198,827 193,426	(130,574) (123,338) (117,111) (112,894) (110,743) (111,033) (113,882) (119,357) (127,543) (138,605)	(49,820) (43,543) (37,936) (33,956) (31,640) (31,369) (33,271) (37,438) (44,018) (53,233)					
7/1/14 - 6/30/24	193,308	607,915	(554,981)	80,146	(132,962)	0,118	193,426	(138,605)	(53,233)					



#### V. Projected Underwriting Income for TIIP

The projected TIIP underwriting income for the period 7/1/2014 through 6/30/2024 is presented in the following table. Based on these projections, the current fee schedule is not expected to generate sufficient revenue to cover projected losses and expenses for this 10 year period. The total fee revenue for the periods prior to 7/1/2014 is approximately \$3.9mln with total reported loss and paid ALAE expense for this period of approximately \$2.1mln, with nine claims either open or on appeal.

	TIIP Loss and Expense Projections											
Incurred by Fiscal Year												
(1) (2) (3) (4) (5)												
<u>Fiscal Year</u>	Cumulative Underwriting Income											
7/1/14 - 6/30/15	280,000	306,125	(26,125)	(26,125)								
7/1/15 - 6/30/16	280,000	314,658	(34,658)	(60,783)								
7/1/16 - 6/30/17	280,000	323,438	(43,438)	(104,221)								
7/1/17 - 6/30/18	280,000	332,476	(52,476)	(156,697)								
7/1/18 - 6/30/19	280,000	341,777	(61,777)	(218,473)								
7/1/19 - 6/30/20	280,000	351,350	(71,350)	(289,823)								
7/1/20 - 6/30/21	280,000	361,203	(81,203)	(371,026)								
7/1/21 - 6/30/22	280,000	371,346	(91,346)	(462,373)								
7/1/22 - 6/30/23	280,000	381,787	(101,787)	(564,160)								
7/1/23 - 6/30/24	280,000	392,535	(112,535)	(676,695)								
Total	2,800,000	3,476,695	(676,695)									

# Observations/Findings

The management of USTIF has initiated a number of cost containment initiatives and case reserving changes since 2003.

- An "early closing program" began in 2004 in which the PA BSF began working with the PA Department of Environmental Protection (DEP) to identify "stalled" sites and then putting them out for competitive bidding.
- A 60 day reporting requirement was instituted in 2003 (Pa Code 977.34) which requires that claims be filed with USTIF within 60 days after confirmation of the release or coverage will be denied.



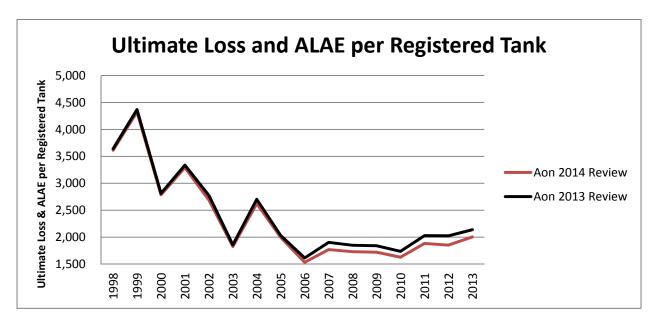
- Fixed price contracts have been aggressively pursued since 2004. The process involves
  competitive bidding for the site assessment and remediation work. In addition to cutting
  costs, the use of fixed price contracts is expected to reduce the time required for claim
  closure.
- The EPA mandated tank upgrade (1998) and more frequent inspections by the DEP have served to reduce claim frequency. The mandated tank upgrade requires tank owners and operators to protect their tanks from corrosion and install spill-and-overflow prevention equipment. The owners and operators were given approximately ten years to comply with this requirement.
- USTIF modified its reserving philosophy in 2003. The current approach is to set-up a
  preliminary reserve of \$125K until claim eligibility is determined. Once eligibility is
  confirmed, the preliminary reserve is increased to \$175K. A more refined case reserve is
  then set within a year based on the specific circumstances of the claim.
- USTIF recently began tracking and reserving for long-term monitoring expenses
  associated with claims having an environmental covenant. These types of claims have
  Post Remedial Care Plans (PRCP) that could require site monitoring to be performed for
  a period of up to approximately 25 years. The case reserves for these expenses are set
  based on the frequency of monitoring events and the expected cost per event.

We have observed the following in our review of the data:

- Claim frequency has declined significantly since 1999. Although there is year-to-year variability, the frequency rate appears to have leveled off beginning approximately 2007/08. The number of filed claims during 2010 was especially low, whereas the last few years have filing rates more in-line with 2007. The annual number of claims has remained under 190 per year since 2007.
- There is evidence that claims are being closed more quickly and more recent periods have a higher percentage of paid loss to incurred loss compared to prior periods at the same age.
- USTIF has continued to experience better than expected loss experience during the last twelve months. For instance, there was approximately \$20mln less reported loss than expected for the period 2003-2013 (approximately \$10mln less paid loss). The graph below shows a comparison of the current ultimate loss and ALAE estimates to those from one year ago.
- The average expense cost per claim has been increasing. The PA BSF expects the
  increase in expense cost to lead to a reduction in indemnity costs (e.g., impact of fixed
  price contracts and early closing programs). The recent experience discussed above
  continues to support the belief that indemnity cost levels are being impacted favorably.



The following graph presents a comparison the ultimate loss estimates to the estimates in our June 2013 review.



The total decrease in ultimate loss and expense for the period 6/30/2013 and prior is approximately \$35.3mln. The vast majority of this decrease is attributable to a decrease in the estimated ultimate indemnity (approximately \$34.7mln).



# IV.Program Description

Pennsylvania's Underground Storage Tank Indemnification Fund began operation in February of 1994 with the purpose of assisting Pennsylvania tank owners in meeting their financial responsibilities due to releases of regulated substances from underground storage tanks.

The fund covers corrective action and third party liability costs on eligible claims for \$1,500,000 above a \$5,000 deductible per tank, per occurrence. Claim payments are limited to \$1,500,000 per occurrence with an aggregate limit of \$1,500,000 or \$3,000,000, depending on whether an owner or operator has less than or more than 100 USTs, respectively. Prior to 1/2002, the limit was \$1,000,000 and prior to 1/1995, the deductible was \$10,000.

The Bureau of Special Funds sustains the operation of USTIF by means of the throughput and capacity fees paid by UST owners and operators, as well as the income generated from the investment of assets. The current throughput and capacity fees are \$0.011 per gallon and \$0.0825 per gallon, respectively. For the throughput fees, each distributor must assess the fee on regulated substance deliveries to regulated USTs. The bulk of throughput fees are generated by gasoline deliveries. For the capacity fee, the owner or operator of USTs storing heating oil, diesel fuel, kerosene, and used motor oil products must pay the annual fee per gallon of tank capacity. These fees have varied over time.

The Bureau of Special Funds also operates the Tank Installers' Indemnification Program to cover the financial liabilities for all certified Pennsylvania tank installers. TIIP went into effect on January 1, 2002. The same coverage as the tank owners is provided for installers. The current TIIP fee structure consists of activity and company fees. All certified companies must pay an annual fee of \$1,000. Activity fees are \$15 for tank removals and \$50 for installations or modifications.

The actuarial analysis for USTIF is in the main section of our review. The actuarial analysis for TIIP is provided in the Appendix.



### V. Data

Our analysis was performed using historical loss and exposure information provided by USTIF and their third party claims administrator, ICF Consulting. It's our understanding that the loss data provided was net of all applicable limits and deductibles.

The data used in our analysis included the following:

#### **USTIF Data**

- Paid and incurred loss triangles valued as of 6/30/2014
- Paid ALAE expense triangles valued as of 6/30/2014
- Open, closed and reported claim count triangles valued as of 6/30/2014
- Detailed listing of fixed price contracts
- Detailed claims listing underlying the triangles and valued as of 6/30/2014
- Fee history and number of registered tanks by year
- Financial Statements as of June 30, 2014
- Investment income and growth rate assumptions
- GF Loan repayment schedules
- Expected future ICF consulting costs
- Detailed listing of claims with Post Remedial Care (PRC) requirements valued as of 6/30/2014

Note: The paid PRC costs are included in both the data triangles and detailed loss runs. The PRC case reserves are only included in the data triangles and detailed loss runs if they correspond to open claims. ICF has indicated that the Fund has agreed to keep claims open that have PRC activity more frequently than once a year. The detailed listing of PRC claims provided by ICF includes the paid and incurred values for all known claims with a PRC component.

#### **TIIP Data**

- Detailed listing of all TIIP claims valued as of 6/30/2014
- Historical fee revenue by fiscal year
- Number of installations, major modifications & tank removals/closures by year



- Projected number of certified companies for 2014/15
- Projected Unallocated Loss Adjustment Expense (ULAE) for 2014/15
- Expected growth rate assumptions for revenue and exposures



# VI. Actuarial Analysis

### Overview

This analysis applies multiple actuarial reserving methods to arrive at a range of ultimate loss or ALAE indications by policy period. A final ultimate loss or ALAE estimate is selected based on a review of the indications under the methods considering the strengths and weaknesses of each method and the circumstances surrounding the data. Specifically, we employed the following actuarial methods:

- Paid Development Method (Loss and ALAE)
- Incurred Development Method (Loss Only)
- Reported Claim Count Development Method
- Frequency / Severity Method (Loss Only)
- Incurred Generalized Cape Cod Method (Loss Only)
- Paid Generalized Cape Cod Method (Loss and ALAE)

A brief description of each method is provided in the following paragraphs.

### Methods/Models of Estimating Unpaid Loss and ALAE Expense

#### **Development Methods**

The distinguishing characteristic of the development method is that ultimate estimates for each period are produced from recorded values assuming that future claims' development is similar to prior years' development. In this method, development triangles are used to track the development history of a specific group of claims. The underlying assumption in the development technique is that claims recorded to date will continue to develop in a similar manner in the future. That is, the development technique assumes that the relative change in a given year's claims from one evaluation point to the next is similar to the relative change in prior years' claims at similar evaluation points.

An implicit assumption in the development technique is that, for an immature policy year, the claims activity observed thus far tells you something about the claims activity yet to be observed. As a result, the development method is considered a method that is responsive to the known claims data. For instance, the paid development method tends to give a very high (or very low) estimate for an immature year with a very high (or very low) volume of payments. Other important assumptions of the development method include: consistent claim processing, a stable mix of types of claims, stable policy limits, and stable reinsurance (or excess insurance) retention limits throughout the experience period.



The development method is implemented using the following steps:

- 1. Compile the claims data in a development triangle to compare the movements in each prior period's data at equal age intervals.
- 2. Calculate Age-to-Age factors at each age for the historical periods.
- 3. Review the factors at each age and select the age factors that will apply in the future.
- 4. Select a tail factor that represents the development that will occur beyond the age horizon provided by the historical data.
- 5. Calculate the cumulative development factors ("Age-to-Ultimate" factors) by combining the incremental Age-to-Age factors.
- 6. Apply the Age-to-Ultimate factors to the claims data at the current valuation to arrive at the ultimate estimates.

#### **Generalized Cape Cod Method**

As discussed above, the development methods can be very responsive to the claims data. This may not be a desirable characteristic for immature years in which the claims data does not provide predictive value. This is particularly true for long-tailed lines of business such as environmental coverage types which are typically slow to develop. An alternative approach which is not responsive to the claims data would be to assume an a priori or predetermined ultimate outcome until the policy period's data becomes predictive. ("Expected Method").

The Generalized Cape Cod (GCC) Method can be thought of as a mixture of the Expected and Development approaches. The GCC method splits the ultimate estimate into two components: the known component and the expected unknown component. The split between the known and unknown components is determined by the development patterns identified in the development method. The inclusion of the expected unknown component adds stability to the method and the split based on the development pattern serves to add more or less stability based on the expected predictive value of the loss data.

The unknown component is estimated by combining the development method ultimate estimates from "nearby" periods after adjustments are made for differences in exposure and cost levels. For instance, the differences could be due to inflation, coverage changes or other environmental factors. When the GCC method is implemented, the weight given to nearby periods in the calculation of the unknown component is controlled by the value assigned to the Cape Cod decay factor. The differences in exposure and cost levels are controlled through the use of an exposure proxy and trend index.



#### Frequency / Severity Method

The frequency / severity method estimates the ultimate loss for each policy year as the product of the number of filed claims and the estimated average cost per claim. The total number of claims is known for each full policy in this analysis, so the key assumption is the average cost per claim. The frequency / severity method is considered a relatively stable method in the sense that it's less responsive to the loss data than the development methods.

# **Cash Flow and Actuarial Assumptions**

The main assumptions of our USTIF cash flow and actuarial analyses follow; please see the Description of Appendix Exhibits section for details on the TIIP analysis.

- The future throughput revenue is difficult to project given the recent fluctuations in the price of oil, which along with the overall state of the economy affects the consumption of petroleum products. Our assumptions are based on the Energy Information Administration's (EIA) review of the Middle Atlantic projected motor gasoline consumption growth rate. The EIA provides an annual energy outlook which projects the consumption growth rate under a number of scenarios. Based on a review of the results, we have selected a long-term negative growth rate of 1.0%. The 2014/15 throughput revenue is expected to be \$53.75mln based on a review of the historical information and discussions with USTIF.
- The future number of registered tanks is expected to grow at a rate of 0% based on discussions with USTIF. As a result, the capacity fee growth rate is also assumed to be 0% in the absence of fee increases. The 2014/15 capacity fee revenue is expected to be \$6.4mln based on a review of the historical information and discussions with USTIF.
- The return on cash and invested assets is assumed to be 4% based on discussions with USTIF. We have also evaluated the sensitivity of the results to an increase or decrease in this rate of 0.5%.
- The Department of Community and Economic Development (DCED) loan balance is now \$0.
- A Memorandum of Understanding between the Office of the Budget and the Insurance Department was issued in 2014 that outlines the loan repayment plan for the General Fund loan. The memo indicates that future annual payments will be fixed at \$7mln and will begin during the fiscal year beginning 7/1/2015. The payments are to continue until the outstanding principal and interest are paid in full. Our main projections assume that the payment schedule outlined in the memo will be followed. To help sensitivity test our results, we also consider a second scenario in which no payments are made on the GF loan during the projection period.
- The expense trend rate applicable to both claims administration and other expenses is assumed to be 4% based on discussions with USTIF. The other expense cost expectations for 2014/15 were selected based on a review of the financial statements



and discussions with USTIF. Claims administration cost projections are discussed below.

- The income and cash flow analyses include an item titled "DEP Assistance". These expected payments are a result of Senate Bill 722 passed in 2005. Section 5 of the Act reads "The department may request the board to reimburse the department up to \$3mIn annually for its cost related to investigating, determining responsibility, overseeing remediation and third party response and closing out cases of spills and leaks related to storage tanks beginning in fiscal year 2007-2008." There is considerable uncertainty in the expected payments related to this Bill due to their dependence on factors such as the number of claims, number of grants applied for, and the amount of money received from the General Fund. In recent years, a large portion of the DEP Assistance payments have fallen under the base allocation (sections 710 (b)(b.1)(b.2) of the Act) and investigation and closure allocation (section 713 (a)) categories. The assistance in these categories is not to exceed \$5.5mln and \$3.0mln, respectively. Based on discussions with USTIF, we have made the following assumptions: the DEP Assistance for 2014/15 is projected to be approximately \$6.0mln with a trend of approximately 2% per annum for subsequent years. The trend rate reflects the caps applicable to the base allocation and investigation and closure allocation categories.
- Our pro forma balance sheet includes a liability titled "other liabilities" which captures the
  estimated liability created by USTIF's two week lag in processing payments. The liability
  is set equal to 3.9% of the loss and ALAE payments for the prior twelve month period,
  with an additional provisional for other amounts payable (e.g., DEP Assistance).
- USTIF provided estimated annual claims administration costs for the period 7/1/2014 through 6/30/2019. The latest agreement with their TPA, ICF Consulting, was established in 2014 as part of a request for proposal process. The estimates provided by USTIF reflect the latest contract terms. The annual TPA costs for the remainder of our projection period (7/1/2019 through 6/30/2034) are estimated by applying a 4% annual expense trend to the prior cost estimates.
- The prospective frequency and severity trends were selected based on a review of the trends in the historical data and our actuarial estimates. The selected trend rates are as follows: claim frequency trend is 0%, loss severity trend is +2.5% and ALAE severity trend is +4.0%. These trend rates are applied to the selected 2014/15 claim severities and frequency rate to give the future loss and ALAE projections. Please see Pro Form Exhibit 8 for more details.
- The "other cash" item in the cash flow analysis represents recovery amounts from subrogation and, to a lesser extent, Federal EPA / Coast Guard funds (catastrophic release sites). These values tend to vary quite a bit from year to year. For purposes of our analysis, we have assumed \$150,000 of other cash per year throughout the projection period. These values were selected based on discussions with USTIF and are intended to be placeholders which do not materially impact the results of our analysis.



• The estimates in this report include a provision for long-term monitoring expenses associated with claims having an environmental covenant. These types of claims have Post Remedial Care Plans (PRCP) that could require site monitoring to be performed for a period of up to approximately 25 years. We have discussed this exposure with management and the Fund's third party administrator. USTIF and ICF are now tracking these costs and setting up case reserves. Please see the Data section and Exhibit 29 for more details.

# VII. Description of Exhibits

# **Description of Exhibits - USTIF**

In this section, we provide a description of the exhibits that support the USTIF loss and ALAE expense estimates. The exhibit discussion is presented in reverse order to match the natural flow of our analysis from data to estimates.

#### **Data Summary - Post Remedial Care Costs (Exhibit 29)**

Exhibit 29.1 summarizes the PRC costs by policy period and claim status. As noted in the data section, unlike PRC payments, the PRC case reserves associated with closed claims are not included in the main claims data. The additional PRC loss dollars for closed claims are considered in Exhibit 2 when we evaluate the incurred loss indications.

Exhibit 29.2 summarizes the PRC costs by PRC year. The PRC year is assigned based on the PRC agreement date.

#### **Data Summary – Fixed Price Contracts Through Close (Exhibit 28)**

Exhibit 28 summarizes the number of fixed price contracts for each policy year. The counts shown are the incremental number of fixed price contracts entered into as of each age based on the contract date of each agreement. For instance, the year 2 value for 2005 represents the number of fixed price contracts entered into during the period from 1/1/2006 through 12/31/2006. Only fixed price contracts expected to result in claim closure are included in this exhibit.

#### Data Summary - Loss, ALAE Expense and Claim Counts (Exhibits 25 through 27)

Exhibit 27 provides a summary of the claim count data by status type as of 6/30/2014. The total number of claims has been at lower levels since approximately 2007. According to USTIF, some possible drivers of this decrease are the mandatory tank upgrade instituted in 1998 (with a 10 year changeover period), more frequent inspections by the DEP and the 60 day reporting requirement which began in 2003.

The total number of open claims at recent valuation dates is presented in Exhibit 26. The number of open claims as of each valuation date has been decreasing since 2006. The decrease appears to be driven by lower claim volume combined with USTIF's transition to fixed-priced contracts as well as the effects of the early closing program that started in 2004. Under



the latter, USTIF works with the DEP to identify "stalled" sites and then puts them out for competitive bidding.

Exhibit 25 summarizes the loss and ALAE expense data as of 6/30/2014. Both paid and case incurred loss is summarized. USTIF does not set case reserves for ALAE, so only paid ALAE expense is data is summarized.

#### <u>Data Summary - Supplemental Data Triangles (Exhibits 16 through 24)</u>

Exhibits 16 through 24 present the following data triangles:

- Average Paid ALAE per Reported Claim (Exhibit 24)
- Ratio of Paid ALAE to Paid Loss (Exhibit 23)
- Average Case Outstanding Loss per Open Claim (Exhibit 22)
- Average Paid Loss per Closed Claim (Exhibit 21)
- Average Incurred Loss per Reported Claim (Exhibit 20)
- Ratio of Closed to Reported Claim Counts (Exhibit 19)
- Ratio of Paid Loss to Incurred Loss (Exhibit 18)
- Open Claim Counts (Exhibit 17)
- Closed Claim Counts (Exhibit 16)

#### **Development Factors (Exhibits 11 through 15)**

Exhibits 12 through 15 provide our review of the historical loss, ALAE expense and claim count development patterns. Age-to-Age development factors are selected at each age based on a review of the data and our actuarial judgment. Age-to-Ultimate factors are then computed by combining the Age-to-Age factors multiplicatively. The specific reviews are as follows:

- Paid ALAE Expense Development Factors (Exhibit 15)
- Reported Claim Count Development Factors (Exhibit 14)
- Paid Loss Development Factors (Exhibit 13)
- Incurred Loss Development Factors (Exhibit 12)

Exhibit 11 summarizes the selected cumulative development factors based on these reviews.



#### **Generalized Cape Cod Method - Paid ALAE (Exhibit 10)**

Exhibits 10-1 and 10-2 present the indicated ultimate ALAE using the GCC method applied to the paid ALAE expense. We use two alternative exposure bases for these analyses. Exhibit 10-1 uses the ultimate loss estimates from Exhibit 2 as the exposure base. Exhibit 10-2 uses the ultimate claim count estimates from Exhibit 7 as the exposure base. The exposure proxy is adjusted for the change in exposure associated with the coverage limit increase occurring in 2002. This adjustment is based on an increased limit adjustment factor (ILF) selected based on a review of the available data.

#### Paid ALAE Development Method (Exhibit 9)

The paid ALAE development method is presented in Exhibit 9. The paid ALAE development factors at each age are multiplied by the actual paid ALAE as of 6/30/2014 to estimate the ultimate ALAE expense.

#### **Summary of Ultimate ALAE Indications (Exhibit 8)**

Exhibit 8 summaries the estimated ultimate ALAE using the Paid Development method and the Cape Cod method. The ultimate ALAE expense is then selected by policy period based on a review of the indications and our actuarial judgment.

#### Reported Claim Count Development Method (Exhibit 7)

The Reported Claim Count Development method is presented in Exhibit 7. The claim count development factors at each age are multiplied by the actual claim counts as of 6/30/2014 to estimate the ultimate number of claims. Policy periods are on a claims-made basis, so only the most recent period is subject to development. The ultimate number of claims is used as the exposure proxy for the Generalized Cape Cod loss methods.

#### **Generalized Cape Cod Method - Paid Loss (Exhibit 6)**

Exhibit 6 presents the estimated ultimate loss using the GCC method applied to paid loss. We use the ultimate claim count estimates from Exhibit 7 as the exposure proxy for this analysis. The exposure proxy is adjusted for the change in exposure associated with the coverage limit increase occurring in 2002. This adjustment is based on an increased limit adjustment factor selected based on a review of the available data.

#### **Generalized Cape Cod Method - Reported Loss (Exhibit 5)**

Exhibit 5 presents the estimated ultimate loss using the GCC method applied to reported loss. We use the ultimate claim count estimates from Exhibit 7 as the exposure proxy for this analysis. The exposure proxy is adjusted for the change in exposure associated with the coverage limit increase occurring in 2002. This adjustment is based on an increased limit adjustment factor selected based on a review of the available data.



#### Paid and Incurred Loss Development Methods (Exhibit 4)

The Paid and Incurred Loss Development methods are presented in Exhibit 4. The loss development factors at each age are multiplied by the actual loss as of 6/30/2014 to estimate the ultimate loss.

#### Frequency / Severity Method (Exhibit 3)

The Frequency / Severity method is presented in Exhibit 3. The annual number of filed claims is known for each year except the most recent partial period. The loss development method indications are considered when selecting the average cost per case for each policy year.

#### **Summary of Ultimate Loss Indications (Exhibit 2)**

Exhibit 2 summaries the estimated ultimate loss using the Development methods and the GCC methods. The ultimate loss is then selected by policy period based on a review of the policy year indications and our actuarial judgment.

#### <u>Summary of Estimated Loss and ALAE Expense Reserves (Exhibit 1)</u>

Exhibit 1(a) summarizes the ultimate loss estimates and presents the corresponding paid, unpaid, reported and unreported loss components. Exhibit 1(b) summarizes the ultimate ALAE expense estimates and presents the corresponding paid and unpaid expense components.

### Description of Pro Forma Exhibits - USTIF

In this section, we provide a description of the exhibits that support the balance sheet, income statement and cash flow statement as of June 30, 2014 and the subsequent twenty year financial projections.

#### Paid Loss & ALAE (Pro Forma 13)

Pro Forma 13 provides a summary of the paid loss, paid ALAE and the combined total by policy period. The values shown are taken directly from Exhibit 25.

#### **Summary of Estimated Ultimate Loss & ALAE (Pro Forma 12)**

Pro Forma 12 provides a summary of the estimated ultimate loss, estimated ultimate ALAE and the combined total by policy period. The values shown are taken directly from Exhibit 2 and Exhibit 8.

#### **Estimated Payment Pattern (Pro Forma 10 and Pro Forma 11)**

Pro Forma Exhibit 11 presents our review of the historical loss & ALAE payments. The payment percentages shown in the bottom triangle are stated relative to the ultimate loss and ALAE for each policy period. The selected payment pattern is based on a review of the data values and our professional judgment. The selected pattern is summarized in Pro Forma Exhibit 10. An



interpolated pattern is also presented for ages other than those presented in Pro Forma Exhibit 11.

#### Frequency and Severity Trend Selections (Pro Forma 9)

Pro Forma Exhibit 9 presents the historical claim frequency, average loss severity and average ALAE severity values implied by our estimates. Trend rates are selected based on a review of the empirical trends and our professional judgment. The selected trend rates are used to project ultimate loss and ALAE for the future periods.

#### Projected Ultimate Loss & ALAE for Future Periods (Pro Forma 7 and Pro Forma 8)

Pro Forma Exhibit 8 presents the selection of the 2014/15 ultimate claim frequency, ultimate loss severity and ultimate ALAE severity. The selections are based on a review of the historical statistics trended to 2014/15 frequency and cost levels.

Pro Forma Exhibit 7 presents the loss and ALAE projections for the period July 1, 2014-15 through July 1, 2033-34. The projections are based on the assumptions in Pro Forma Exhibit 8 and Pro Forma Exhibit 9.

#### Projected Payments for Unpaid Loss and ALAE at 6/30/2014 (Pro Forma 3 & Pro Forma 5)

Pro Forma Exhibit 5 computes the loss and ALAE payment patterns for each historical period based on the payment patterns selected in Pro Forma Exhibit 10. Pro Forma Exhibit 3 applies these patterns to the unpaid loss as of 6/30/2014 to project the payment streams for the unpaid loss and ALAE as of 6/30/2014.

#### Projected Payments of Loss and ALAE for Future Periods (Pro Forma 4 & Pro Forma 6) )

Pro Forma Exhibit 6 computes the loss and ALAE payment patterns for each future period based on the payment patterns presented in Pro Forma Exhibit 10. Pro Forma Exhibit 4 applies these patterns to the future loss and ALAE projections to estimate the payment streams for the loss and ALAE associated with the future exposure periods.

#### Fee Revenue Summary and Projections (Pro Forma 2)

Pro Forma Exhibit 2 summarizes the capacity fees and throughput fees for the historical years. The fees are then restated at current rate levels. Based on review of these values, the 2014/15 expected revenue level is selected.

#### Cash Flow Statement (Pro Forma 1.3)

Pro Forma Exhibit 1.3 provides the Cash Flow Statements for fiscal year beginning July 1, 2014 through July 1, 2033 based on our analysis. The projections assume that 1) the current fee structure will be in effect during the entire period and 2) repayment of the GF Loan will follow the terms presented in the 2014 Memorandum of Understanding between the Office of the Budget and the Insurance Department. Specifically, it's assumed that future annual payments will be



fixed at \$7mIn and will begin during the fiscal year beginning 7/1/2015. The payments are assumed to continue until the outstanding principal and interest is paid in full. A summary of the results under other fee structures and loan repayment scenarios is included in the Executive Summary.

#### **Income Statement (Pro Forma 1.2)**

Pro Forma Exhibit 1.2 provides the Income Statements for each fiscal year beginning July 1, 2014 through July 1, 2033 based on our analysis. The projections assume that 1) the current fee structure will be in effect during the entire period and 2) repayment of the GF Loan will follow the terms presented in the 2014 Memorandum of Understanding between the Office of the Budget and the Insurance Department. Specifically, it's assumed that future annual payments will be fixed at \$7mln and will begin during the fiscal year beginning 7/1/2015. The payments are assumed to continue until the outstanding principal and interest is paid in full. A summary of the results under other fee structures and loan repayment scenarios is included in the Executive Summary.

#### **Balance Sheet (Pro Forma 1.1)**

Pro Forma Exhibit 1.1 provides the Balance Sheet Statements for each fiscal year ending June 30, 2014 through June 30, 2034 based on our analysis. The projections assume that 1) the current fee structure will be in effect during the entire period and 2) repayment of the GF Loan will follow the terms presented in the 2014 Memorandum of Understanding between the Office of the Budget and the Insurance Department. Specifically, it's assumed that future annual payments will be fixed at \$7mln and will begin during the fiscal year beginning 7/1/2015. The payments are assumed to continue until the outstanding principal and interest is paid in full. A summary of the results under other fee structures and loan repayment scenarios is included in the Executive Summary.

# Description of Appendix Exhibits - TIIP

In this section, we provide a description of the exhibits that support the projected annual TIIP underwriting income for the ten year period beginning July 1, 2014.

#### **Exposure Summary (Appendix Exhibit 6)**

Appendix Exhibit 6 summarizes the historical fee revenue and the number of tank removals, modifications and installations by period. The number of activities is projected for the 2014/15 period based on a review of the data and discussions with TIIP representatives.

#### **Summary of Claims Data (Appendix Exhibit 5)**

Appendix Exhibit 5 provides a summary of the detailed TIIP claims data valued as of June 30, 2014. There have been twenty eight filed claims since 2002 with nine claims open or on appeal. The total reported loss & paid ALAE expense is approximately \$2.1mln, which represents a decrease of approximately \$3K compared to the June 2013 totals.



#### **Estimated Loss Rate (Appendix Exhibit 4)**

Appendix Exhibit 4 provides the support for our selected 2014/15 loss rate. The loss rate represents the expected ultimate loss per installed tank for the 2014/15 policy year. The estimation procedure is based on methods similar to those used in the USTIF analysis. Once the ultimate loss estimates are derived by policy year, they are trended to adjust for differences in cost levels and expressed relative to the exposure base (number of installed tanks). The 2014/15 loss rate is selected based on a review of the indications and our professional judgment.

#### Revenue Projections for 2014/15 (Appendix Exhibit 3)

The projected revenue for 2014/15 is based on the current fee structure and the projected number of activities / licensed companies is presented in Appendix Exhibit 3.

#### Loss and Expense Projections (Appendix Exhibit 2)

Appendix Exhibit 2 presents the loss and expense projections for the period 7/1/2014 through 6/30/2024. The number of tanks installed is expected to trend forward at 0% based on discussions with TIIP representatives. The loss estimates are based on the loss rate selected in Appendix Exhibit 4. The annual ALAE expense costs are assumed to be at the same levels (relative to loss) as those implied in the USTIF projections. The estimated ULAE expense expectations were provided by TIIP.

#### **Summary of Results (Appendix Exhibit 1)**

The revenue and loss and expense projections are combined and summarized in Appendix Exhibit 1.



# VIII. Exhibits



#### USTIF Loss Fund Experience at 6/30/2014 Balance Sheet (Under Current Fee Structure)

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)
as of:	6/30/14	6/30/15	6/30/16	6/30/17	6/30/18	6/30/19	6/30/20	6/30/21	6/30/22	6/30/23	6/30/24
Cash & Invested Assets DCED Loan Receivable	193,308,216	196,957,157	206,392,742	214,624,831	220,444,095	225,141,431	228,435,671	230,215,756	231,360,085	232,556,967	232,548,805
General Fund Loan Receivable	67,500,000	67,500,000	60,500,000	53,500,000	46,500,000	39,500,000	32,500,000	25,500,000	18,500,000	11,500,000	4,500,000
Interest Receivable on GF Loan	14,228,415	14,637,057	15,030,242	15,390,394	15,717,346	16,010,932	16,270,987	16,497,342	16,689,829	16,848,278	16,972,519
Total Assets	275,036,631	279,094,214	281,922,984	283,515,224	282,661,441	280,652,363	277,206,658	272,213,098	266,549,914	260,905,244	254,021,324
Loss Outstanding	405,957,548	404,249,196	403,082,432	401,504,338	399,329,762	397,961,300	397,431,361	397,738,399	399,857,188	404,543,659	410,621,034
Other Liabilities	7,693,851	7,096,698	7,127,617	7,197,154	7,275,406	7,300,496	7,325,905	7,353,005	7,343,767	7,306,774	7,317,455
Total Liabilities	413,651,399	411,345,893	410,210,049	408,701,491	406,605,168	405,261,796	404,757,266	405,091,404	407,200,955	411,850,433	417,938,489
Undiscounted Surplus (Deficit)	(138,614,768)	(132,251,679)	(128,287,065)	(125,186,267)	(123,943,728)	(124,609,432)	(127,550,607)	(132,878,306)	(140,651,041)	(150,945,189)	(163,917,165)
Discount in Loss Outstanding (4%)	82,032,729	80,753,675	79,795,035	79,175,597	78,938,069	79,103,092	79,663,436	80,611,240	81,919,341	83,525,131	85,371,843
Discounted Surplus (Deficit)	(56,582,039)	(51,498,004)	(48,492,030)	(46,010,670)	(45,005,659)	(45,506,341)	(47,887,171)	(52,267,066)	(58,731,700)	(67,420,058)	(78,545,321)
as of:		6/30/25	6/30/26	6/30/27	6/30/28	6/30/29	6/30/30	6/30/31	6/30/32	6/30/33	6/30/34
Cash & Invested Assets		231,672,290	229,389,394	224,999,708	212,370,379	196,436,700	177,284,428	154,801,421	128,784,292	99,012,902	65,141,892
DCED Loan Receivable		-	-	-	-	-	-	-	-	-	-
General Fund Loan Receivable		-	-	-	-	-	-	-	-	-	-
Interest Receivable on GF Loan		14,562,382	7,617,694	638,282	-	-	-	-	-	-	
Total Assets		246,234,672	237,007,088	225,637,990	212,370,379	196,436,700	177,284,428	154,801,421	128,784,292	99,012,902	65,141,892
Loss Outstanding		418,526,978	427,778,333	437,738,439	448,898,006	460,765,986	472,981,197	485,628,894	498,711,692	512,226,266	526,057,745
Other Liabilities		7,312,897	7,329,066	7,372,006	7,397,806	7,444,815	7,508,027	7,570,096	7,634,310	7,700,966	7,774,486
Total Liabilities		425,839,875	435,107,399	445,110,445	456,295,812	468,210,800	480,489,224	493,198,990	506,346,002	519,927,232	533,832,231
Undiscounted Surplus (Deficit)		(179,605,203)	(198,100,311)	(219,472,455)	(243,925,433)	(271,774,101)	(303,204,797)	(338,397,569)	(377,561,710)	(420,914,331)	(468,690,339)
Discount in Loss Outstanding (4%)		87,415,855	89,612,855	91,939,460	94,374,841	96,897,504	99,502,539	102,190,822	104,961,884	107,815,656	110,754,825
Discounted Surplus (Deficit)		(92,189,347)	(108,487,456)	(127,532,994)	(149,550,592)	(174,876,596)	(203,702,258)	(236,206,747)	(272,599,826)	(313,098,675)	(357,935,513)



#### USTIF Loss Fund Experience at 6/30/2014 Income Statement (Under Current Fee Structure)

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)
Fiscal Year Beginning:	7/1/14	7/1/15	7/1/16	7/1/17	7/1/18	7/1/19	7/1/20	7/1/21	7/1/22	7/1/23	
Capacity Fee Revenue Throughput Fee Revenue	6,400,000 53,750,000	6,400,000 53,212,500	6,400,000 52,680,375	6,400,000 52,153,571	6,400,000 51,632,036	6,400,000 51,115,715	6,400,000 50,604,558	6,400,000 50,098,512	6,400,000 49,597,527	6,400,000 49,101,552	
Subtotal	60,150,000	59,612,500	59,080,375	58,553,571	58,032,036	57,515,715	57,004,558	56,498,512	55,997,527	55,501,552	
Incurred Losses & ALAE Claim Administration	(49,489,023)	(50,823,427)	(52,195,078)	(53,605,064)	(55,054,503)	(56,544,550)	(58,076,397)	(59,651,268)	(61,270,430)	(62,935,186)	
Other Expenses	(5,365,946) (1,740,000)	(5,315,946) (1,809,600)	(4,353,576) (1,881,984)	(4,303,576) (1,957,263)	(4,253,576) (2,035,554)	(4,423,719) (2,116,976)	(4,600,668) (2,201,655)	(4,784,695) (2,289,721)	(4,976,082) (2,381,310)	(5,175,126) (2,476,563)	
Subtotal	(56,594,969)	(57,948,973)	(58,430,638)	(59,865,903)	(61,343,633)	(63,085,245)	(64,878,719)	(66,725,684)	(68,627,823)	(70,586,874)	
Underwriting Income	3,555,031	1,663,527	649,737	(1,312,332)	(3,311,597)	(5,569,530)	(7,874,161)	(10,227,172)	(12,630,295)	(15,085,322)	
DCED Loan Interest Payments Interest Receivable on GF Loan	- 408,642	- 393,185	- 360,151	- 326,952	- 293,587	- 260,055	- 226,355	- 192,487	- 158,449	- 124,241	
interest Necelvable on Gr. Loan	400,042	393,103	300,131	320,932	293,307	200,033	220,333	192,407	130,449	124,241	
DEP Assistance	(6,000,000)	(6,120,000)	(6,244,800)	(6,374,592)	(6,509,576)	(6,649,959)	(6,795,957)	(6,947,795)	(7,105,707)	(7,269,935)	
Investment Income	7,652,262	7,908,822	8,255,247	8,530,763	8,736,971	8,893,669	8,993,165	9,050,507	9,096,413	9,119,721	
Total Income	5,615,936	3,845,534	3,020,334	1,170,791	(790,615)	(3,065,766)	(5,450,598)	(7,931,973)	(10,481,140)	(13,111,295)	
Fiscal Year Beginning:	7/1/24	7/1/25	7/1/26	7/1/27	7/1/28	7/1/29	7/1/30	7/1/31	7/1/32	7/1/33	Total
Capacity Fee Revenue Throughput Fee Revenue	6,400,000 48,610,537	6,400,000 48,124,431	6,400,000 47,643,187	6,400,000 47,166,755	6,400,000 46,695,087	6,400,000 46,228,137	6,400,000 45,765,855	6,400,000 45,308,197	6,400,000 44,855,115	6,400,000 44,406,564	128,000,000 978,750,210
Subtotal	55,010,537	54,524,431	54,043,187	53,566,755	53,095,087	52,628,137	52,165,855	51,708,197	51,255,115	50,806,564	1,106,750,210
Incurred Losses & ALAE	(64,646,881)	(66,406,901)	(68,216,675)	(70,077,678)	(71,991,429)	(73,959,497)	(75,983,497)	(78,065,098)	(80,206,019)	(82,408,035)	(1,291,606,637)
Claim Administration Other Expenses	(5,382,131) (2,575,625)	(5,597,416) (2,678,650)	(5,821,312) (2,785,796)	(6,054,165) (2,897,228)	(6,296,332) (3,013,117)	(6,548,185) (3,133,642)	(6,810,112) (3,258,987)	(7,082,517) (3,389,347)	(7,365,817) (3,524,921)	(7,660,450) (3,665,918)	(112,171,345) (51,813,857)
Subtotal	(72,604,637)	(74,682,967)	(76,823,784)	(79,029,071)	(81,300,878)	(83,641,323)	(86,052,596)	(88,536,961)	(91,096,757)	(93,734,403)	(1,455,591,839)
Underwriting Income	(17,594,100)	(20,158,536)	(22,780,597)	(25,462,316)	(28,205,790)	(31,013,187)	(33,886,741)	(36,828,765)	(39,841,643)	(42,927,839)	(348,841,628)
DCED Loan Interest Payments Interest Receivable on GF Loan	- (2,410,137)	- (6,944,688)	- (6,979,412)	- (638,282)	-	-	-	-	-	-	- (14,228,415)
Interest Necelvable on Gr. Loan	(2,410,137)	(0,344,000)	(0,373,412)	(030,202)	-	-	-	-	-	-	(14,220,410)
DEP Assistance	(7,440,733)	(7,566,140)	(7,628,786)	(7,693,937)	(7,761,695)	(7,832,162)	(7,905,449)	(7,981,667)	(8,060,933)	(8,143,371)	(144,033,194)
Investment Income	9,102,374	9,040,425	8,909,590	8,575,884	8,015,825	7,327,865	6,511,487	5,560,504	4,466,612	3,218,721	156,966,828
Total Income	(18,342,596)	(25,628,939)	(28,479,204)	(25,218,651)	(27,951,660)	(31,517,484)	(35,280,703)	(39,249,927)	(43,435,964)	(47,852,489)	(350,136,409)



# USTIF Loss Fund Experience at 6/30/2014 Cash Flow Statement (Under Current Fee Structure)

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)
Fiscal Year Beginning:	7/1/14	7/1/15	7/1/16	7/1/17	7/1/18	7/1/19	7/1/20	7/1/21	7/1/22	7/1/23	
Initial Cash & Invested Assets	193,308,216	196,957,157	206,392,742	214,624,831	220,444,095	225,141,431	228,435,671	230,215,756	231,360,085	232,556,967	
Capacity Fee Revenue	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	
Throughput Fee Revenue	53,750,000	53,212,500	52,680,375	52,153,571	51,632,036	51,115,715	50,604,558	50,098,512	49,597,527	49,101,552	
Paid Losses & ALAE	(51,197,376)	(51,990,191)	(53,773,173)	(55,779,639)	(56,422,965)	(57,074,490)	(57,769,359)	(57,532,479)	(56,583,959)	(56,857,811)	
Paid Expenses	(7,105,946)	(7,125,546)	(6,235,560)	(6,260,839)	(6,289,130)	(6,540,695)	(6,802,323)	(7,074,416)	(7,357,392)	(7,651,688)	
DCED Loan Interest Payments	-	-									
Interest Receivable on GF Loan	-	-	-	-	-	-	-	-	-	-	
GF Loan Principal Payments	-	7,000,000	7,000,000	7,000,000	7,000,000	7,000,000	7,000,000	7,000,000	7,000,000	7,000,000	
DCED Loan Principal Payments	-	-	-								
DEP Assistance	(6,000,000)	(6,120,000)	(6,244,800)	(6,374,592)	(6,509,576)	(6,649,959)	(6,795,957)	(6,947,795)	(7,105,707)	(7,269,935)	
Other Cash	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	
Investment Income	7,652,262	7,908,822	8,255,247	8,530,763	8,736,971	8,893,669	8,993,165	9,050,507	9,096,413	9,119,721	
Total Cash Flow	3,648,941	9,435,585	8,232,089	5,819,264	4,697,336	3,294,241	1,780,085	1,144,329	1,196,881	(8,162)	
Ending Cash & Invested Assets	196,957,157	206,392,742	214,624,831	220,444,095	225,141,431	228,435,671	230,215,756	231,360,085	232,556,967	232,548,805	
Fiscal Year Beginning:	7/1/24	7/1/25	7/1/26	7/1/27	7/1/28	7/1/29	7/1/30	7/1/31	7/1/32	7/1/33	Total - All Years
Initial Cash & Invested Assets	232,548,805	231,672,290	229,389,394	224,999,708	212,370,379	196,436,700	177,284,428	154,801,421	128,784,292	99,012,902	193,308,216
Capacity Fee Revenue	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	6,400,000	128,000,000
Throughput Fee Revenue	48,610,537	48,124,431	47,643,187	47,166,755	46,695,087	46,228,137	45,765,855	45,308,197	44,855,115	44,406,564	978,750,210
Paid Losses & ALAE	(56,740,937)	(57,155,546)	(58,256,569)	(58,918,112)	(60,123,449)	(61,744,285)	(63,335,800)	(64,982,299)	(66,691,445)	(68,576,556)	(1,171,506,440)
Paid Expenses	(7,957,756)	(8,276,066)	(8,607,109)	(8,951,393)	(9,309,449)	(9,681,827)	(10,069,100)	(10,471,864)	(10,890,738)	(11,326,368)	(163,985,202)
DCED Loan Interest Payments	-	-	-	-	-	-	-	-	-	-	-
Interest Receivable on GF Loan	2.500.000	7.000.000	7.000.000	641.473	_	_	_	_	_	_	17.141.473
GF Loan Principay Payments	4,500,000	-	-	-	_	_	_	_	_	_	67,500,000
DCED Loan Principal Payments	-	_	_	_	_	_	_	_	_	_	-
DEP Assistance	(7,440,733)	(7,566,140)	(7,628,786)	(7,693,937)	(7,761,695)	(7,832,162)	(7,905,449)	(7,981,667)	(8,060,933)	(8,143,371)	(144,033,194)
Other Cash	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	3,000,000
	,	,	,	,	,	,	,	,	,	,	-,,
Investment Income	9,102,374	9,040,425	8,909,590	8,575,884	8,015,825	7,327,865	6,511,487	5,560,504	4,466,612	3,218,721	156,966,828
Total Cash Flow	(876,515)	(2,282,896)	(4,389,686)	(12,629,329)	(15,933,680)	(19,152,272)	(22,483,006)	(26,017,129)	(29,771,391)	(33,871,009)	(128,166,324)
Ending Cash & Invested Assets	231,672,290	229,389,394	224,999,708	212,370,379	196,436,700	177,284,428	154,801,421	128,784,292	99,012,902	65,141,892	65,141,892



#### USTIF Loss Fund Experience at 6/30/2014 Fee Revenue Summary

	Ca	apacity Fee Reven	ue	Throughput Fee Rever				
(1)	(2)	(3)	(4)	(5)	(6)	(7)		
		Prior Rate -	Capacity Fee @		Prior Rate -	Throughput Fee		
Calendar Year	Capacity Fee	Average	Current Rate	Gallon Fee	Average	@ Current Rate		
1997	\$13,469,895	\$0.1500	\$7,408,442	\$45,633,775	\$0.010	\$50,197,152		
1998	\$12,596,369	\$0.1000	\$10,392,004	\$23,955,393	\$0.005	\$52,701,864		
1999	\$2,091,930	\$0.0200	\$8,629,211	\$7,133,748	\$0.001	\$78,471,230		
2000	\$1,247,231	\$0.0100	\$10,289,656	\$2,716,302	\$0.001	\$59,758,652		
2001	\$1,076,555	\$0.0100	\$8,881,578	\$2,511,814	\$0.001	\$55,259,906		
2002	\$2,289,895	\$0.0171	\$11,066,792	\$4,113,787	\$0.001	\$51,821,593		
2003	\$5,178,503	\$0.0750	\$5,696,353	\$45,014,126	\$0.010	\$49,515,539		
2004	\$8,492,561	\$0.0825	\$8,492,561	\$56,217,277	\$0.011	\$56,217,277		
2005	\$6,389,773	\$0.0825	\$6,389,773	\$54,440,651	\$0.011	\$54,440,651		
2006	\$5,944,699	\$0.0825	\$5,944,699	\$54,683,549	\$0.011	\$54,683,549		
2007	\$6,178,435	\$0.0825	\$6,178,435	\$56,156,427	\$0.011	\$56,156,427		
2008	\$6,367,001	\$0.0825	\$6,367,001	\$52,606,701	\$0.011	\$52,606,701		
2009	\$6,125,056	\$0.0825	\$6,125,056	\$52,578,489	\$0.011	\$52,578,489		
2010	\$7,090,131	\$0.0825	\$7,090,131	\$54,242,194	\$0.011	\$54,242,194		
2011	\$5,585,096	\$0.0825	\$5,585,096	\$53,211,533	\$0.011	\$53,211,533		
2012	\$7,356,000	\$0.0825	\$7,356,000	\$54,341,839	\$0.011	\$54,341,839		
2013	\$5,657,228	\$0.0825	\$5,657,228	\$55,001,501	\$0.011	\$55,001,501		
2014	\$3,319,427	\$0.0825	\$3,319,427	\$24,650,840	\$0.011	\$24,650,840		
Total	\$106,455,784		\$130,869,444	\$699,209,946		\$965,856,937		
Control	\$106,455,784		\$130,869,444	\$699,209,946		\$965,856,937		
0-1414 004	4/0045	t F Otmorton	#0.400.000			F0.750.000		
Selected for 201	4/2015 Under Curren	t Fee Structure	\$6,400,000			53,750,000		

(2) & (5) Provided by USTIF.

(3) & (6) Exposure weighted average of monthly rates.

(4) = (2) / (3) \* 0.0825 (7) = (5) / (6) \* 0.011

(2) - (7) Values for 2014 represent the six month period 1/1 - 6/30.



## USTIF Loss Fund Experience at 6/30/2014 Projected Loss & ALAE Payments for Unpaid Losses as of 6/30/2014

Control (Per Pro Forma 10) 5,110,797

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)
									Payment Ye	ar Beginning <sup>3</sup>				
		Paid Loss &	Estimated	Development					,				-	
Report Year	Ultimate Losses	ALAE as of 6/30/14 <sup>2</sup>	Unpaid	Age	0=104144	0=10414=	0=104140	0=10.111=	0=10.1110	07/04/40	07/04/00	0=10.110.1	07/04/00	07/04/00
Beginning 1/1	& ALAE <sup>1</sup>	as of 6/30/14	as of 6/30/14	as of 6/30/14	07/01/14	07/01/15	07/01/16	07/01/17	07/01/18	07/01/19	07/01/20	07/01/21	07/01/22	07/01/23
1994	18,414,580	17,114,534	1,300,046	246	433,349	433,349	433,349	-	-	-	-	-	-	-
1995	51,831,532	46,196,680	5,634,852	234	1,408,713	1,408,713	1,408,713	1,408,713	-	-	-	-	-	-
1996	65,250,000	57,063,979	8,186,021	222	1,455,931	1,682,522	1,682,522	1,682,522	1,682,522		-	-	-	-
1997	81,624,776	71,862,103	9,762,673	210	1,062,814	1,547,320	1,788,134	1,788,134	1,788,134	1,788,134	0.404.704	-	-	-
1998 1999	116,000,000 137,900,000	100,871,362 116,148,536	15,128,638 21,751,464	198 186	1,508,310 1,937,282	1,482,778 1,975,454	2,158,734 1,942,015	2,494,704 2,827,323	2,494,704 3,267,348	2,494,704 3,267,348	2,494,704 3,267,348	3,267,348	-	-
2000	83,900,000	68,862,615	15,037,385	174	1,191,915	1,233,139	1,257,437	1,236,152	1,799,677	2,079,766	2,079,766	2,079,766	2,079,766	-
2001	97,250,000	77,716,892	19,533,108	162	2,201,043	1,373,799	1,421,314	1,449,319	1,424,786	2,074,305	2,397,135	2,397,135	2,397,135	2,397,135
2002	78,538,808	61,243,293	17,295,515	150	2,060,886	1,716,679	1,071,480	1,108,538	1,130,380	1,111,246	1,617,831	1,869,619	1,869,619	1,869,619
2003	51,700,000	38,605,824	13,094,176	138	1,364,524	1,397,673	1,164,235	726,667	751,800	766,613	753,636	1,097,197	1,267,957	1,267,957
2004	71,640,937	50,671,790	20,969,147	126	2,640,328	1,910,018	1,956,419	1,629,660	1,017,166	1,052,346	1,073,081	1,054,917	1,535,823	1,774,847
2005	53,675,064	36,266,798	17,408,266	114	2,415,438	1,887,820	1,365,652	1,398,829	1,165,198	727,268	752,422	767,247	754,260	1,098,105
2006	40,341,838	25,730,044	14,611,794	102	1,671,730	1,795,464	1,403,271	1,015,129	1,039,790	866,125	540,599	559,297	570,317	560,663
2007	45,581,258	27,548,661	18,032,597	90	1,734,197	1,864,694	2,002,711	1,565,247	1,132,303	1,159,811	966,100	603,000	623,855	636,147
2008	44,000,000	23,339,264	20,660,736	78	2,439,143	1,752,373	1,884,238	2,023,701	1,581,652	1,144,170	1,171,966	976,226	609,319	630,393
2009	43,000,000	19,392,312	23,607,688	66	2,918,851	2,442,461	1,754,756	1,886,801	2,026,453	1,583,804	1,145,726	1,173,560	977,554	610,148
2010	40,300,000	16,049,811	24,250,189	54	2,929,414	2,636,098	2,205,856	1,584,770	1,704,023	1,830,147	1,430,378	1,034,738	1,059,876	882,856
2011	45,900,000	13,233,669	32,666,331	42	3,992,821	3,463,749	3,116,931	2,608,212	1,873,838	2,014,843	2,163,973	1,691,284	1,223,478	1,253,201
2012	44,810,025	6,695,252	38,114,773	30	5,760,419	3,954,688	3,430,669	3,087,163	2,583,302	1,855,942	1,995,601	2,143,306	1,675,132	1,211,793
2013	47,800,000	2,792,773	45,007,227	18	6,121,766	5,876,896	4,034,652	3,500,038	3,149,586	2,635,537	1,893,470	2,035,952	2,186,644	1,709,003
1/1/14-6/30/14	23,950,000	45,078	23,904,922	6	1,872,142	2,996,842	2,876,968	1,975,119	1,713,404	1,541,844	1,290,197	926,927	996,677	1,070,447
Total:	1,283,408,818	877,451,270	405,957,548		49,121,018	44,832,530	40,360,057	36,996,741	33,326,068	29,993,955	27,033,934	23,677,519	19,827,412	16,972,316
								Pa	avment Year Bed	ainnina (Continu	eď			
		Paid Loss &	Estimated	Development _				Pa	ayment Year Beç	ginning (Continu	edî			
Report Year	Ultimate Losses	ALAE	Unpaid	Age					ayment Year Beç	ginning (Continu	edj			
Report Year Beginning 1/1	Ultimate Losses & ALAE <sup>1</sup>				07/01/24	07/01/25	07/01/26	07/01/27	ayment Year Beg 07/01/28	ginning (Continu	ed) 07/01/30	07/01/31	07/01/32	07/01/33
Beginning 1/1	& ALAE <sup>1</sup>	ALAE as of 6/30/14 <sup>2</sup>	Unpaid as of 6/30/14	Age as of 6/30/14	07/01/24	07/01/25	07/01/26					07/01/31 -	07/01/32	07/01/33
		ALAE	Unpaid	Age	07/01/24 - -	07/01/25 - -	07/01/26 - -					07/01/31 - -	07/01/32	07/01/33 - -
Beginning 1/1	<b>&amp; ALAE</b> <sup>1</sup> 18,414,580	ALAE as of 6/30/14 <sup>2</sup> 17,114,534	Unpaid as of 6/30/14 1,300,046	Age as of 6/30/14	07/01/24 - - -	07/01/25 - - -	07/01/26 - - -					07/01/31 - - -	07/01/32 - - -	07/01/33 - - -
Beginning 1/1 1994 1995	<b>&amp; ALAE</b> <sup>1</sup> 18,414,580 51,831,532	ALAE as of 6/30/14 <sup>2</sup> 17,114,534 46,196,680	Unpaid as of 6/30/14 1,300,046 5,634,852	Age as of 6/30/14 246 234	07/01/24 - - - -	07/01/25 - - - -	07/01/26 - - - -					07/01/31 - - - -	07/01/32 - - - -	07/01/33 - - - -
1994 1995 1996	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000	ALAE as of 6/30/14 <sup>2</sup> 17,114,534 46,196,680 57,063,979	Unpaid as of 6/30/14 1,300,046 5,634,852 8,186,021	Age as of 6/30/14 246 234 222	07/01/24 - - - - -	07/01/25 - - - - -	07/01/26 - - - - -					07/01/31 - - - - -	07/01/32 - - - - -	07/01/33 - - - - - -
1994 1995 1996 1997	8. ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 137,900,000	ALAE as of 6/30/14 <sup>2</sup> 17,114,534 46,196,680 57,063,979 71,862,103	Unpaid as of 6/30/14 1,300,046 5,634,852 8,186,021 9,762,673	Age as of 6/30/14 246 234 222 210 198 186	07/01/24 - - - - - - -	07/01/25 - - - - - - -	07/01/26 - - - - - -					07/01/31 - - - - - - -	07/01/32 - - - - - - -	07/01/33 - - - - - -
1994 1995 1996 1997 1998 1999 2000	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 137,900,000 83,900,000	ALAE as of 6/30/14 <sup>2</sup> 17,114,534 46,196,680 57,063,979 71,862,103 100,871,362 116,148,536 68,862,615	Unpaid as of 6/30/14 1,300,046 5,634,852 8,186,021 9,762,673 15,128,638 21,751,464 15,037,385	Age as of 6/30/14 246 234 222 210 198 186 174	07/01/24 - - - - - - -	07/01/25 - - - - - - -	07/01/26 - - - - - - -					07/01/31 - - - - - - -	07/01/32 - - - - - - -	07/01/33 - - - - - - -
1994 1995 1996 1997 1998 1999 2000 2001	8. ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 137,900,000 83,900,000 97,250,000	ALAE as of 6/30/14 <sup>2</sup> 17,114,534 46,196,680 57,063,979 71,862,103 100,871,362 116,148,536 68,862,615 77,716,892	Unpaid as of 6/30/14 1,300,046 5,634,852 8,186,021 9,762,673 15,128,638 21,751,464 15,037,385 19,533,108	Age as of 6/30/14  246 234 222 210 198 186 174 162		07/01/25	07/01/26 - - - - - - - -					07/01/31 - - - - - - - -	07/01/32 - - - - - - - -	07/01/33 - - - - - - - -
Beginning 1/1  1994 1995 1996 1997 1998 1999 2000 2001 2002	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 137,900,000 83,900,000 97,250,000 78,538,808	ALAE as of 6/30/14 <sup>2</sup> 17,114,534 46,196,680 57,063,979 71,862,103 100,871,362 116,148,536 68,862,615 77,716,892 61,243,293	Unpaid as of 6/30/14 1,300,046 5,634,852 8,186,021 9,762,673 15,128,638 21,751,464 15,037,385 19,533,108 17,295,515	Age as of 6/30/14  246 234 222 210 198 186 174 162 150	- - - - - - - 1,869,619	- - - - - -	07/01/26 - - - - - - - - -					07/01/31 - - - - - - - -	07/01/32	07/01/33 - - - - - - - - -
1994 1995 1996 1996 1997 1998 1999 2000 2001 2002 2003	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 137,900,000 97,250,000 78,538,808 51,700,000	ALAE as of 6/30/14 <sup>2</sup> 17,114,534 46,196,680 57,063,979 71,862,103 100,871,362 116,148,536 68,862,615 77,716,892 61,243,293 38,605,624	Unpaid as of 6/30/14 1,300,046 5,634,852 8,186,021 9,762,673 15,128,638 21,751,464 15,037,385 19,533,108 17,295,515 13,094,176	Age as of 6/30/14  246 234 222 210 198 186 174 162 150 138	- - - - - - 1,869,619 1,267,957	- - - - - - - 1,267,957	-					07/01/31 - - - - - - - - -	07/01/32 - - - - - - - - - -	07/01/33 - - - - - - - - - -
1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 137,900,000 83,900,000 97,250,000 78,538,808 51,700,000 71,640,937	ALAE as of 6/30/14 <sup>2</sup> 17,114,534 46,196,680 57,063,979 71,862,103 100,871,362 116,148,536 68,862,615 77,716,892 61,243,293 38,605,824 50,671,790	Unpaid as of 6/30/14 1,300,046 5,634,852 8,186,021 9,762,673 15,128,638 21,751,464 15,037,385 19,533,108 17,295,515 13,094,176 20,969,147	Age as of 6/30/14  246 234 222 210 198 186 174 162 150 138 126	- - - - - - 1,869,619 1,267,957 1,774,847	- - - - - - - - 1,267,957 1,774,847	- - - - - - - - 1,774,847	07/01/27				07/01/31 - - - - - - - - - -	07/01/32 - - - - - - - - - - -	07/01/33 - - - - - - - - - -
Beginning 1/1  1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 137,900,000 97,250,000 97,250,000 71,640,937 53,675,064	ALAE as of 6/30/14 <sup>2</sup> 17,114,534 46,196,680 57,063,979 71,862,103 100,871,362 116,148,536 68,862,615 77,716,892 61,243,293 38,605,824 50,671,790 36,266,798	Unpaid as of 6/30/14  1,300,046 5,634,852 8,186,021 9,762,673 15,128,638 21,751,464 15,037,385 19,533,108 17,295,515 13,094,176 20,969,147 17,408,266	Age as of 6/30/14  246 234 222 210 198 186 174 162 150 138 126 114	1,869,619 1,267,957 1,774,847 1,269,006	- - - - - - 1,267,957 1,774,847 1,269,006	- - - - - - - 1,774,847 1,269,006	07/01/27 1,269,006	07/01/28 - - - - - - - - - - - - - - - - - - -			07/01/31	07/01/32	07/01/33 - - - - - - - - - - -
Beginning 1/1  1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 83,900,000 97,250,000 78,538,808 51,700,000 71,640,937 53,675,064 40,341,838	ALAE as of 6/30/14 <sup>2</sup> 17,114.534 46,196,680 57,063,979 71,862,103 100,871,362 116,148,536 68,862,615 77,716,892 61,243,293 38,605,624 50,671,790 36,266,798 25,730,044	Unpaid as of 6/30/14  1,300,046 5,634,852 8,186,021 9,762,673 15,128,638 21,751,464 15,037,385 19,533,108 17,295,515 13,094,176 20,969,147 17,408,266	Age as of 6/30/14  246 234 222 210 198 186 174 162 150 138 126 114 102	1,869,619 1,267,957 1,774,847 1,269,006 816,253	1,267,957 1,74,847 1,269,006 943,289	- - - - - - 1,774,847 1,269,006 943,289	07/01/27	07/01/28 - - - - - - - - - - - - - - - - - - -	07/01/29		07/01/31	07/01/32	07/01/33 - - - - - - - - - - - -
Beginning 1/1  1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,524,776 116,000,000 137,900,000 83,900,000 97,250,000 78,538,808 51,700,000 71,640,937 53,675,064 40,3341,838 45,581,258	ALAE as of 6/30/14 <sup>2</sup> 17,114,56,680 57,063,979 10,871,362 116,148,536 68,862,615 77,716,892 61,243,293 38,605,824 50,671,790 36,266,798 25,730,044 27,548,661	Unpaid as of 6/30/14  1,300,046 5,634,852 8,186,021 9,762,673 15,128,638 21,751,464 15,037,385 19,533,108 17,295,515 13,094,176 20,969,147 17,409,266 14,611,734	Age as of 6/30/14  246 224 222 210 198 186 174 162 150 138 126 114 102 90	1.869,619 1,267,957 1,774,847 1,269,006 816,253 625,379	1,267,957 1,774,847 1,269,006 943,289 910,471	1,774,847 1,269,006 943,289	07/01/27 1,269,006 943,289 1,052,171	07/01/28	07/01/29	07/01/30	07/01/31 - - - - - - - - - - - - -	07/01/32 - - - - - - - - - - - - -	07/01/33 - - - - - - - - - - - - -
Beginning 1/1  1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 137,900,000 83,900,000 78,538,808 51,700,000 71,640,937 53,675,084 40,341,838 45,581,258 44,000,000	ALAE as of 6/30/14 <sup>2</sup> 17,114-58 17,114-58 16,196.58 57,063,979 71,862,103 100,871,362 116,148,536 68,862,615 77,716,892 61,243,293 38,605,824 50,671,790 36,266,798 25,730,044 27,548,661	Unpaid as of 6/30/14  1,300,046 5,634,852 8,186,021 9,762,873 15,128,638 21,751,464 15,037,385 19,533,108 17,295,515 13,094,176 20,969,147 17,408,266 14,611,794 18,032,597 20,660,736	Age as of 6/30/14  246 234 222 210 198 186 174 162 150 138 126 114 102 90 78	1,869,619 1,267,957 1,774,847 1,269,006 816,253 625,379 642,815	1,267,957 1,74,847 1,74,847 1,269,006 943,289 910,471 631,934	1,774,847 1,269,006 943,289 1,052,171 920,014	07/01/27 - - - - - - - - - - - - - - - - - - -	07/01/28 - - - - - - - - - - - - - - - - - - -	07/01/29	07/01/30 		07/01/32	07/01/33
Beginning 1/1  1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 83,900,000 97,250,000 97,250,000 97,538,808 51,700,000 71,640,937 53,675,094 40,341,838 45,581,258 44,000,000	ALAE as of 6/30/14 <sup>2</sup> 17, 114, 534 46, 196, 680 57, 063, 979 71, 862, 103 100, 871, 362 116, 148, 536 68, 862, 615 77, 716, 892 61, 243, 293 38, 605, 824 50, 671, 790 36, 266, 798 25, 730, 044 27, 548, 661 23, 339, 264	Unpaid as of 6/30/14  1,300,046 5,634,852 8,186,021 9,762,673 15,128,638 21,751,464 15,037,385 19,533,108 17,295,515 13,094,176 20,969,147 17,408,266 14,611,794 18,032,597 20,660,736 23,607,688	Age as of 6/30/14  246 224 222 210 198 186 174 162 150 138 126 114 102 90 78 66	1,869,619 1,267,957 1,774,847 1,269,006 816,253 625,379 642,815 631,251	1,267,957 1,774,847 1,269,006 943,289 910,471 631,934 643,689	1,774,847 1,269,006 943,289 1,052,171 920,014 632,793	07/01/27	07/01/28 1,052,171 1,063,198 1,054,644	07/01/29	07/01/30	- - - - - - - - - - - - - - - - - - -		07/01/33
Beginning 1/1  1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 83,900,000 97,250,000 97,250,000 71,640,937 53,675,064 40,341,838 45,581,258 44,000,000 40,300,000	ALAE as of 6/30/14 <sup>2</sup> 17.114.56 17.014.96.680 57.063.979 71.862.103 100.871.362 116.148.536 68.862.615 77.716.892 61.243.293 38.605.824 50.671.790 36.266.798 25.730.044 27.548.661 23.339.264 19.392.312	Unpaid as of 6/30/14  1,300,046 5,634,852 8,186,021 9,762,673 15,128,638 21,751,464 15,037,385 19,533,108 17,295,515 13,094,176 20,999,147 17,408,266 14,611,794 18,032,597 20,660,736 23,607,688 24,250,189	Age as of 6/30/14  246 234 222 210 198 186 174 162 150 138 126 114 102 90 78 66 54	1,869,619 1,267,957 1,774,847 1,269,006 816,253 625,379 642,815 631,251 551,042	1,267,957 1,774,847 1,269,006 943,289 910,471 631,934 643,689 570,101	1,774,847 1,269,006 943,289 1,052,171 920,014 632,793 581,334	07/01/27	07/01/28 	07/01/29	07/01/30	- - - - - - - - - - - - - - - - - - -		
Beginning 1/1  1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2011	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 83,900,000 97,250,000 78,538,808 51,700,000 71,640,937 53,675,084 40,341,838 45,581,258 44,000,000 43,000,000 45,900,000	ALAE as of 6/30/14 <sup>2</sup> 17, 114, 534 46, 196, 680 57, 063, 979 71, 862, 103 100, 871, 362 116, 148, 536 68, 862, 615 77, 716, 892 61, 243, 293 38, 605, 624 50, 671, 790 36, 266, 798 25, 730, 044 27, 548, 661 19, 392, 312 16, 049, 811 13, 233, 669	Unpaid as of 6/30/14  1,300,046 5,634,852 8,186,021 9,762,673 15,128,638 21,751,464 15,037,385 19,533,108 17,295,515 13,094,176 20,989,147 17,408,266 14,611,794 18,032,597 20,660,736 23,607,688 24,250,189 32,666,331	Age as of 6/30/14  246 234 222 210 198 186 174 162 150 138 126 114 102 90 78 66 54 42	1.869,619 1.267,957 1,774,847 1,269,006 625,379 642,815 631,251 551,042	1,267,957 1,774,847 1,269,006 943,289 910,471 631,934 643,689 570,101 651,554	1,774,847 1,269,006 943,289 1,052,171 920,014 632,793 581,334 674,089	07/01/27	07/01/28	07/01/29	07/01/30			
Beginning 1/1  1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 137,900,000 83,900,000 97,250,000 77,538,808 51,700,000 71,640,937 53,675,064 40,341,838 45,581,258 44,000,000 40,300,000 44,810,025	ALAE as of 6/30/14 <sup>2</sup> 17,114,686 17,014,96,80 57,063,979 100,871,362 116,148,536 68,862,615 77,716,892 61,243,293 38,605,824 50,071,790 36,265,798 25,730,044 27,548,661 23,339,264 19,392,312 16,049,811 13,233,669	Unpaid as of 6/30/14  1,300,046 5,634,852 8,186,021 9,762,673 15,128,638 21,751,464 15,037,385 19,533,108 17,295,515 13,094,176 20,969,147 17,408,266 14,611,794 18,032,597 20,660,736 23,607,688 24,250,189 32,666,331 38,114,773	Age as of 6/30/14  246 224 222 210 198 188 186 174 162 150 138 126 114 102 90 78 66 54 42 30	1,869,619 1,267,957 1,774,847 1,269,006 816,253 625,379 642,815 631,251 551,042 1,043,893 1,241,232	1,267,957 1,774,847 1,269,006 943,289 910,471 631,934 643,689 570,101 651,554	1,774,847 1,269,006 943,289 1,052,171 920,014 632,793 581,334 674,089	07/01/27	07/01/28	07/01/29	07/01/30			- - - - - - - - - - - - - - - - - - -
Beginning 1/1  1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2011	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 83,900,000 97,250,000 78,538,808 51,700,000 71,640,937 53,675,084 40,341,838 45,581,258 44,000,000 43,000,000 45,900,000	ALAE as of 6/30/14 <sup>2</sup> 17, 114, 534 46, 196, 680 57, 063, 979 71, 862, 103 100, 871, 362 116, 148, 536 68, 862, 615 77, 716, 892 61, 243, 293 38, 605, 624 50, 671, 790 36, 266, 798 25, 730, 044 27, 548, 661 19, 392, 312 16, 049, 811 13, 233, 669	Unpaid as of 6/30/14  1,300,046 5,634,852 8,186,021 9,762,673 15,128,638 21,751,464 15,037,385 19,533,108 17,295,515 13,094,176 20,989,147 17,408,266 14,611,794 18,032,597 20,660,736 23,607,688 24,250,189 32,666,331	Age as of 6/30/14  246 234 222 210 198 186 174 162 150 138 126 114 102 90 78 66 54 42	1.869,619 1.267,957 1,774,847 1,269,006 625,379 642,815 631,251 551,042	1,267,957 1,774,847 1,269,006 943,289 910,471 631,934 643,689 570,101 651,554	1,774,847 1,269,006 943,289 1,052,171 920,014 632,793 581,334 674,089	07/01/27	07/01/28	07/01/29	07/01/30			
Beginning 1/1  1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2011 2012 2011 2012 2013	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 137,900,000 83,900,000 87,250,000 78,538,808 51,700,000 71,640,937 53,675,064 40,341,838 45,581,258 44,000,000 43,000,000 44,810,025 47,800,000 23,950,000	ALAE as of 6/30/14 <sup>2</sup> 17.114.568.0 17.104.682.103 10.871.362.103 100.871.362.103 101.871.362.103 101.871.362.103 108.671.362.115 17.7716.892.61.243.293 38.605.824 50.671.790 36.266.798 25.730.044 27.548.661 23.339.264 19.392.312 16.049.811 13.233.669 6.695.252 2.792.773	Unpaid as of 6/30/14  1,300,046 5,634,852 8,186,021 9,762,673 15,128,638 21,751,464 15,037,385 19,533,108 17,295,515 13,094,176 20,969,147 17,408,266 14,611,794 18,032,597 20,660,736 23,607,688 24,250,189 32,666,331 38,114,773 345,007,227	Age as of 6/30/14  246 234 222 210 198 186 174 162 150 138 126 114 102 90 78 66 54 42 30 18	1,869,619 1,267,957 1,774,847 1,269,006 816,253 625,379 642,815 631,251 631,251 631,251 631,241 1,043,893 1,241,232	1,267,957 1,774,847 1,774,847 1,269,006 943,289 910,471 631,934 643,689 570,101 651,554 1,033,923 1,266,330	1,774,847 1,269,006 943,289 1,052,171 920,014 632,793 581,334 674,089 645,332 1,054,829	07/01/27	07/01/28	07/01/29	07/01/30	1,064,644 961,510 1,136,893 1,126,036	961,510 1,136,893 1,126,036	
Beginning 1/1  1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 1/1/14-6/30/14	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 137,900,000 83,900,000 87,250,000 78,538,808 51,700,000 71,640,937 53,675,064 40,341,838 45,581,258 44,000,000 43,000,000 44,810,025 47,800,000 23,950,000	ALAE as of 6/30/14 <sup>2</sup> 17.114.696.680 57,063,979 71,862,103 100,871,362 116,148,536 68,862,615 77,716,892 61,243,293 38,605,624 50,671,790 36,266,798 25,730,044 27,548,661 23,339,264 19,392,312 16,049,811 13,233,669 6,695,252 2,792,773 45,078	Unpaid as of 6/30/14  1,300,046 5,634,852 8,186,021 9,762,673 15,128,638 21,751,464 15,037,385 19,533,108 17,295,515 13,094,176 20,999,147 17,408,266 14,611,794 18,032,597 20,660,736 23,607,688 24,250,189 32,666,331 45,007,227 23,904,922	Age as of 6/30/14  246 2234 2222 210 198 186 174 162 150 138 126 114 102 90 78 66 54 42 30 18 6	1,869,619 1,267,957 1,774,847 1,269,006 816,253 625,379 642,815 631,251 551,042 1,043,893 1,241,232 1,236,296 836,623	1,267,957 1,774,847 1,269,006 943,289 910,471 631,934 643,689 570,101 651,554 1,033,923 1,266,330 605,215	1,774,847 1,269,006 943,289 1,052,171 920,014 632,793 581,334 674,089 645,332 1,054,829 619,918	07/01/27	07/01/28	07/01/29	07/01/30		961,510 1,136,893 1,126,036 1,148,804 486,646	1,136,893 1,126,036 1,148,804 562,384
Beginning 1/1  1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 1/1/14-6/30/14	& ALAE <sup>1</sup> 18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 137,900,000 83,900,000 87,250,000 78,538,808 51,700,000 71,640,937 53,675,064 40,341,838 45,581,258 44,000,000 43,000,000 44,810,025 47,800,000 23,950,000	ALAE as of 6/30/14 <sup>2</sup> 17.114.696.680 57,063,979 71,862,103 100,871,362 116,148,536 68,862,615 77,716,892 61,243,293 38,605,624 50,671,790 36,266,798 25,730,044 27,548,661 23,339,264 19,392,312 16,049,811 13,233,669 6,695,252 2,792,773 45,078	Unpaid as of 6/30/14  1,300,046 5,634,852 8,186,021 9,762,673 15,128,638 21,751,464 15,037,385 19,533,108 17,295,515 13,094,176 20,999,147 17,408,266 14,611,794 18,032,597 20,660,736 23,607,688 24,250,189 32,666,331 45,007,227 23,904,922	Age as of 6/30/14  246 2234 2222 210 198 186 174 162 150 138 126 114 102 90 78 66 54 42 30 18 6	1,869,619 1,267,957 1,774,847 1,269,006 816,253 625,379 642,815 631,251 551,042 1,043,893 1,241,232 1,236,296 836,623	1,267,957 1,774,847 1,269,006 943,289 910,471 631,934 643,689 570,101 651,554 1,033,923 1,266,330 605,215	1,774,847 1,269,006 943,289 1,052,171 920,014 632,793 581,334 674,089 645,332 1,054,829 619,918	07/01/27	07/01/28	07/01/29	07/01/30	1,064,644 961,510 1,136,893 1,126,036 994,091 334,265	961,510 1,136,893 1,126,036 1,148,804 486,646	1,136,893 1,126,036 1,148,804 562,384

<sup>&</sup>lt;sup>1</sup> From Pro Forma 12 with 2014 pro-rated for partial period.

From Pro Forma 13.
 Per Pro Forma 5 applied to (4).



# USTIF Loss Fund Experience at 6/30/2014 Projected Loss & ALAE Payments for Report Years 7/01/14-15 and Subsequent

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	
	<u>-</u>	Payment Year Beginning <sup>2</sup>										
Report Year Beginning 7/1	Ultimate Losses & ALAE <sup>1</sup>	07/01/14	07/01/15	07/01/16	07/01/17	07/01/18	07/01/19	07/01/20	07/01/21	07/01/22	07/01/23	
2014	49,489,023	2,076,358	5,025,317	6,062,405	5,007,877	3,806,953	3,359,768	2,922,973	2,288,311	1,985,367	2,133,495	
2015	50,823,427	-	2,132,344	5,160,817	6,225,870	5,142,907	3,909,603	3,450,359	3,001,787	2,350,012	2,038,900	
2016	52,195,078	-	-	2,189,893	5,300,100	6,393,897	5,281,707	4,015,117	3,543,479	3,082,801	2,413,436	
2017	53,605,064	-	-	-	2,249,051	5,443,276	6,566,620	5,424,386	4,123,580	3,639,202	3,166,079	
2018	55,054,503	-	-	-	-	2,309,863	5,590,458	6,744,177	5,571,057	4,235,079	3,737,603	
2019	56,544,550	-	-	-	-	-	2,372,379	5,741,764	6,926,707	5,721,837	4,349,701	
2020	58,076,397	-	-	-	-	-	-	2,436,650	5,897,313	7,114,359	5,876,847	
2021	59,651,268	-	-	-	-	-	-	-	2,502,725	6,057,232	7,307,280	
2022	61,270,430	-	-	-	-	-	-	-	-	2,570,658	6,221,649	
2023	62,935,186	-	-	-	-	-	-	-	-	-	2,640,505	
2024	64,646,881	-	-	-	-	-	-	-	-	-	-	
2025	66,406,901	-	-	-	-	-	-	-	-	-	-	
2026	68,216,675	-	-	-	-	-	-	-	-	-	-	
2027	70,077,678	-	-	-	-	-	-	-	-	-	-	
2028	71,991,429	-	-	-	-	-	-	-	-	-	-	
2029	73,959,497	-	-	-	-	-	-	-	-	-	-	
2030	75,983,497	-	-	-	-	-	-	-	-	-	-	
2031	78,065,098	-	-	-	-	-	-	-	-	-	-	
2032	80,206,019	-	-	-	-	-	-	-	-	-	-	
2033	82,408,035	-	-	-	-	-	-	-	-	-	-	
	Total:	2.076.358	7.157.661	13.413.116	18.782.898	23.096.897	27.080.535	30.735.424	33.854.960	36.756.547	39.885.495	

	Payment Year Beginning (Continued) <sup>2</sup>											
Report Year Beginning 7/1	Ultimate Losses & ALAE <sup>1</sup>	07/01/24	07/01/25	07/01/26	07/01/27	07/01/28	07/01/29	07/01/30	07/01/31	07/01/32	07/01/33	
2014	49,489,023	1,968,302	1,488,132	1,264,469	1,172,781	865,611	676,807	695,094	695,935	847,268	1,082,712	
2015	50,823,427	2,191,022	2,021,375	1,528,258	1,298,563	1,204,404	888,951	695,057	713,836	714,699	870,114	
2016	52,195,078	2,093,927	2,250,155	2,075,929	1,569,503	1,333,610	1,236,909	912,942	713,815	733,101	733,988	
2017	53,605,064	2,478,632	2,150,491	2,310,940	2,132,007	1,611,901	1,369,636	1,270,323	937,604	733,098	752,905	
2018	55,054,503	3,251,687	2,545,652	2,208,639	2,373,426	2,189,655	1,655,486	1,406,669	1,304,671	962,956	752,920	
2019	56,544,550	3,838,761	3,339,694	2,614,550	2,268,416	2,437,662	2,248,918	1,700,292	1,444,741	1,339,982	989,019	
2020	58,076,397	4,467,539	3,942,757	3,430,169	2,685,381	2,329,869	2,503,701	2,309,843	1,746,354	1,483,880	1,376,283	
2021	59,651,268	6,036,211	4,588,686	4,049,674	3,523,186	2,758,201	2,393,049	2,571,595	2,372,480	1,793,710	1,524,119	
2022	61,270,430	7,505,628	6,200,057	4,713,240	4,159,597	3,618,819	2,833,069	2,458,005	2,641,397	2,436,878	1,842,398	
2023	62,935,186	6,390,695	7,709,560	6,368,517	4,841,302	4,272,616	3,717,144	2,910,045	2,524,791	2,713,166	2,503,090	
2024	64,646,881	2,712,320	6,564,507	7,919,243	6,541,726	4,972,975	4,388,822	3,818,242	2,989,192	2,593,460	2,786,958	
2025	66,406,901	-	2,786,164	6,743,227	8,134,845	6,719,825	5,108,364	4,508,308	3,922,194	3,070,573	2,664,067	
2026	68,216,675	-	-	2,862,094	6,926,999	8,356,543	6,902,959	5,247,582	4,631,172	4,029,085	3,154,255	
2027	70,077,678	-	-	-	2,940,174	7,115,972	8,584,516	7,091,277	5,390,740	4,757,514	4,139,001	
2028	71,991,429	-	-	-	-	3,020,468	7,310,302	8,818,950	7,284,933	5,537,955	4,887,437	
2029	73,959,497	-	-	-	-	-	3,103,040	7,510,148	9,060,038	7,484,085	5,689,349	
2030	75,983,497	-	-	-	-	-	-	3,187,959	7,715,673	9,307,978	7,688,897	
2031	78,065,098	-	-	-	-	-	-	-	3,275,294	7,927,047	9,562,974	
2032	80,206,019	-	-	-	-	-	-	-	-	3,365,119	8,144,445	
2033	82,408,035	-	-	-	-	-	-	=	=	=	3,457,506	
	Total:	42,934,724	45,587,230	48,088,948	50,567,907	52,808,131	54,921,673	57,112,330	59,364,860	61,831,556	64,602,439	

Check Totals	Paid Thru 7/01/2034	Unpaid at 7/01/2034	Total
Values per Payment Projections	770,659,688	520,946,949	1,291,606,637
	Control (Sum of	Ultimate Losses & ALAE)	1,291,606,637

<sup>&</sup>lt;sup>1</sup> Based on Pro Forma 7, Columns (6) and (8).

<sup>&</sup>lt;sup>2</sup> Per Pro Forma 6 applied to (2).



USTIF Loss Fund Experience at 6/30/2014 Projected Loss & ALAE Payout Percentages For Unpaid Losses as of 6/30/2014

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
						ar Beginning				
	7/1/14	7/1/15	7/1/16	7/1/17	7/1/18	7/1/19	7/1/20	7/1/21	7/1/22	7/1/23
Report Year										
Development Age										
270	1.000	-	-	-	-	-	-	-	-	-
258	0.500	0.500	-	-	-	-	-	-	-	-
246	0.333	0.333	0.333	-	-	-	-	-	-	-
234	0.250	0.250	0.250	0.250	-	-	-	-	-	-
222	0.178	0.206	0.206	0.206	0.206	-	-	-	-	-
210	0.109	0.158	0.183	0.183	0.183	0.183	-	-	-	-
198	0.100	0.098	0.143	0.165	0.165	0.165	0.165	-	-	-
186	0.089	0.091	0.089	0.130	0.150	0.150	0.150	0.150	-	-
174	0.079	0.082	0.084	0.082	0.120	0.138	0.138	0.138	0.138	-
162	0.113	0.070	0.073	0.074	0.073	0.106	0.123	0.123	0.123	0.123
150	0.119	0.099	0.062	0.064	0.065	0.064	0.094	0.108	0.108	0.108
138	0.104	0.107	0.089	0.055	0.057	0.059	0.058	0.084	0.097	0.097
126	0.126	0.091	0.093	0.078	0.049	0.050	0.051	0.050	0.073	0.085
114	0.139	0.108	0.078	0.080	0.067	0.042	0.043	0.044	0.043	0.063
102	0.114	0.123	0.096	0.069	0.071	0.059	0.037	0.038	0.039	0.038
90	0.096	0.103	0.111	0.087	0.063	0.064	0.054	0.033	0.035	0.035
78	0.118	0.085	0.091	0.098	0.077	0.055	0.057	0.047	0.029	0.031
66	0.124	0.103	0.074	0.080	0.086	0.067	0.049	0.050	0.041	0.026
54	0.121	0.109	0.091	0.065	0.070	0.075	0.059	0.043	0.044	0.036
42	0.122	0.106	0.095	0.080	0.057	0.062	0.066	0.052	0.037	0.038
30	0.151	0.104	0.090	0.081	0.068	0.049	0.052	0.056	0.044	0.032
18	0.136	0.131	0.090	0.078	0.070	0.059	0.042	0.045	0.049	0.038
6	0.078	0.125	0.120	0.083	0.072	0.064	0.054	0.039	0.042	0.045
					yment Year Beg					
<b>5</b> ()	7/1/24	7/1/25	7/1/26	7/1/27	7/1/28	7/1/29	7/1/30	7/1/31	7/1/32	7/1/33
Report Year										
Development Age										
270	-	-	-	-	-	-	-	-	-	-
258	-	-	-	-	-	-	-	-	-	-
246	-	-	-	-	-	-	-	-	-	-
234	-	-	-	-	-	-	-	-	-	-
222	-	-	-	-	-	-	-	-	-	-
210	-	-	-	-	-	-	-	-	-	-
198	-	-	-	-	-	-	-	-	-	-
186	-	-	-	-	-	-	-	-	-	-
174	-	-	-	-	-	-	-	-	-	-
162	-	-	-	-	-	-	-	-	-	-
150	0.108	-	-	-	-	-	-	-	-	-
138	0.097	0.097	-	-	-	-	-	-	-	-
126	0.085	0.085	0.085	-	-	-	-	-	-	-
114	0.073	0.073	0.073	0.073	-	-	-	-	-	-
102	0.056	0.065	0.065	0.065	0.065	-	-	-	-	-
90	0.035	0.050	0.058	0.058	0.058	0.058	-	-	-	-
78	0.031	0.031	0.045	0.051	0.051	0.051	0.051	-	-	-
66	0.027	0.027	0.027	0.039	0.045	0.045	0.045	0.045	-	-
54	0.023	0.024	0.024	0.024	0.034	0.040	0.040	0.040	0.040	-
42	0.032	0.020	0.021	0.021	0.021	0.030	0.035	0.035	0.035	0.035
30	0.033	0.027	0.017	0.018	0.018	0.018	0.026	0.030	0.030	0.030
18	0.027	0.028	0.023	0.015	0.015	0.015	0.015	0.030	0.026	0.026
6	0.035	0.025	0.026	0.022	0.013	0.013	0.013	0.014	0.020	0.024
U	0.033	0.025	0.020	0.022	0.013	0.014	0.014	0.014	0.020	0.024

Note: Percentages derived from payment pattern in Pro Forma 10.



# USTIF Loss Fund Experience at 6/30/2014 Projected Loss & ALAE Payout Percentages Incremental Payout Percentages for Report Years 2014/15 and Subsequent

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
_					Payment Yea	ar Beginning				
_	7/1/14	7/1/15	7/1/16	7/1/17	7/1/18	7/1/19	7/1/20	7/1/21	7/1/22	7/1/23
Report Year										
Beginning 7/1:										
2014	0.042	0.102	0.123	0.101	0.077	0.068	0.059	0.046	0.040	0.043
2015	-	0.042	0.102	0.123	0.101	0.077	0.068	0.059	0.046	0.040
2016	-	-	0.042	0.102	0.123	0.101	0.077	0.068	0.059	0.046
2017	-	-	-	0.042	0.102	0.123	0.101	0.077	0.068	0.059
2018	-	-	-	-	0.042	0.102	0.123	0.101	0.077	0.068
2019	-	-	-	-	-	0.042	0.102	0.123	0.101	0.077
2020	-	-	-	-	-	-	0.042	0.102	0.123	0.101
2021	-	-	-	-	-	-	-	0.042	0.102	0.123
2022	-	-	-	-	-	-	-	-	0.042	0.102
2023	-	-	-	-	-	-	-	-	-	0.042
2024	-	-	-	-	-	-	-	-	-	-
2025	-	-	-	-	-	-	-	-	-	-
2026	-	-	-	-	-	-	-	-	-	-
2027	-	-	-	-	-	-	-	-	-	-
2028	-	-	-	-	-	-	-	-	-	-
2029	-	-	-	-	-	-	-	-	-	-
2030	-	-	-	-	-	-	-	-	-	-
2031	-	-	-	-	-	-	-	-	-	-
2032	-	-	-	-	-	-	-	-	-	-
2033	-	-	-	-	-	-	-	-	-	-

				Pay	ment Year Beg	inning (Continu	ied)			
_	7/1/24	7/1/25	7/1/26	7/1/27	7/1/28	7/1/29	7/1/30	7/1/31	7/1/32	7/1/33
Report Year										
Beginning 7/1:										
2014	0.040	0.030	0.026	0.024	0.017	0.014	0.014	0.014	0.017	0.022
2015	0.043	0.040	0.030	0.026	0.024	0.017	0.014	0.014	0.014	0.017
2016	0.040	0.043	0.040	0.030	0.026	0.024	0.017	0.014	0.014	0.014
2017	0.046	0.040	0.043	0.040	0.030	0.026	0.024	0.017	0.014	0.014
2018	0.059	0.046	0.040	0.043	0.040	0.030	0.026	0.024	0.017	0.014
2019	0.068	0.059	0.046	0.040	0.043	0.040	0.030	0.026	0.024	0.017
2020	0.077	0.068	0.059	0.046	0.040	0.043	0.040	0.030	0.026	0.024
2021	0.101	0.077	0.068	0.059	0.046	0.040	0.043	0.040	0.030	0.026
2022	0.123	0.101	0.077	0.068	0.059	0.046	0.040	0.043	0.040	0.030
2023	0.102	0.123	0.101	0.077	0.068	0.059	0.046	0.040	0.043	0.040
2024	0.042	0.102	0.123	0.101	0.077	0.068	0.059	0.046	0.040	0.043
2025	-	0.042	0.102	0.123	0.101	0.077	0.068	0.059	0.046	0.040
2026	-	-	0.042	0.102	0.123	0.101	0.077	0.068	0.059	0.046
2027	-	-	-	0.042	0.102	0.123	0.101	0.077	0.068	0.059
2028	-	-	-	-	0.042	0.102	0.123	0.101	0.077	0.068
2029	-	-	-	-	-	0.042	0.102	0.123	0.101	0.077
2030	-	-	-	-	-	-	0.042	0.102	0.123	0.101
2031	-	-	-	-	-	-	-	0.042	0.102	0.123
2032	-	-	-	-	-	-	-	-	0.042	0.102
2033	-	-	-	-	-	-	-	-	-	0.042

Note: Based on 12, 24,36... payment pattern in Pro Forma 10.



# USTIF Loss Fund Experience at 6/30/2014 Projected Ultimate Loss & ALAE for July 1, 2014 Through June 30, 2034

(1) (2) (3) (4) (5) (6) (7) (8)

						Estimated	
	<b>Projected Number</b>	<b>Estimated Claim</b>	<b>Estimated Ultimate</b>	<b>Estimated Ultimate</b>	<b>Estimated Ultimate</b>	Ultimated ALAE	<b>Estimated Ultimate</b>
Policy Period	of Tanks	Frequency	Claim Counts	Loss Severity	Loss	Severity	ALAE
7/1/14-15	23,558	0.0076	180	239,000	43,010,460	36,000	6,478,563
7/1/15-16	23,558	0.0076	180	244,975	44,085,722	37,440	6,737,706
7/1/16-17	23,558	0.0076	180	251,099	45,187,865	38,938	7,007,214
7/1/17-18	23,558	0.0076	180	257,377	46,317,561	40,495	7,287,502
7/1/18-19	23,558	0.0076	180	263,811	47,475,500	42,115	7,579,002
7/1/19-20	23,558	0.0076	180	270,407	48,662,388	43,800	7,882,163
7/1/20-21	23,558	0.0076	180	277,167	49,878,948	45,551	8,197,449
7/1/21-22	23,558	0.0076	180	284,096	51,125,921	47,374	8,525,347
7/1/22-23	23,558	0.0076	180	291,198	52,404,069	49,268	8,866,361
7/1/23-24	23,558	0.0076	180	298,478	53,714,171	51,239	9,221,015
7/1/24-25	23,558	0.0076	180	305,940	55,057,025	53,289	9,589,856
7/1/25-26	23,558	0.0076	180	313,589	56,433,451	55,420	9,973,450
7/1/26-27	23,558	0.0076	180	321,428	57,844,287	57,637	10,372,388
7/1/27-28	23,558	0.0076	180	329,464	59,290,394	59,943	10,787,284
7/1/28-29	23,558	0.0076	180	337,701	60,772,654	62,340	11,218,775
7/1/29-30	23,558	0.0076	180	346,143	62,291,971	64,834	11,667,526
7/1/30-31	23,558	0.0076	180	354,797	63,849,270	67,427	12,134,227
7/1/31-32	23,558	0.0076	180	363,667	65,445,502	70,124	12,619,596
7/1/32-33	23,558	0.0076	180	372,758	67,081,639	72,929	13,124,380
7/1/33-34	23,558	0.0076	180	382,077	68,758,680	75,847	13,649,355

<sup>(2)</sup> Projected using number of tanks from Pro Forma 9 with a 0% annual growth rate.

<sup>(3)</sup> Selected 2014/15 claim frequency from Pro Forma 8 trended to the midpoint of each policy period using a 0% trend rate from Pro Forma 9.

 $<sup>(4) = (2) \</sup>times (3)$ 

<sup>(5)</sup> Selected 2014/15 loss severity from Pro Forma 8 trended to the midpoint of each policy period using a 2.5% trend rate from Pro Forma 9.

<sup>(6) = (4)</sup> x (5)

<sup>(7)</sup> Selected 2014/15 ALAE severity from Pro Forma 8 trended to the midpoint of each policy period using a 4.0% trend rate from Pro Forma 9.

 $<sup>(8) = (4) \</sup>times (7)$ 



## USTIF Loss Fund Experience at 6/30/2014 1/1/2015 Frequency & Severity Assumptions

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
Policy Period	Ultimate Claim Frequency	Claim Frequency Trend Factor	1/1/2015 Trended Ult Claim Freq	Ultimate Loss Severity	Loss Severity Trend Factor	1/1/2015 Trended Ult Loss Severity		ALAE Severity Trend Factor	1/1/2015 Trended Ult ALAE Severity
1994	-	1.0000	-	94,118	1.6590	,	14,203	2.2345	31,738
1995	0.0086	1.0000	0.0086	129,049	1.6185	,	4,194	2.1486	9,011
1996	0.0083	1.0000	0.0083	164,491	1.5790	,	5,875	2.0659	12,137
1997	0.0101	1.0000	0.0101	180,139	1.5405	,	8,371	1.9865	16,629
1998	0.0165	1.0000	0.0165	206,049	1.5029	309,681	13,233	1.9101	25,275
1999	0.0180	1.0000	0.0180	226,481	1.4663		13,763	1.8366	25,277
2000	0.0118	1.0000	0.0118	221,910	1.4305		13,764	1.7660	24,307
2001	0.0113	1.0000	0.0113	276,276	1.3956		15,766	1.6980	26,771
2002	0.0119	1.0000	0.0119	212,034	1.3616	,	13,005	1.6327	21,234
2003	0.0085	1.0000	0.0085	199,170	1.3284	- ,	15,353	1.5699	24,103
2004	0.0117	1.0000	0.0117	206,897	1.2960		17,683	1.5096	26,694
2005	0.0088	1.0000	0.0088	207,627	1.2644	,	19,810	1.4515	28,754
2006	0.0079	1.0000	0.0079	178,744	1.2335		16,144	1.3957	22,532
2007	0.0071	1.0000	0.0071	225,543	1.2035	271,431	22,181	1.3420	29,766
2008	0.0070	1.0000	0.0070	220,339	1.1741	258,700	28,249	1.2904	36,451
2009	0.0070	1.0000	0.0070	212,644	1.1455	243,576	34,483	1.2407	42,784
2010	0.0063	1.0000	0.0063	226,923	1.1175		31,410	1.1930	37,473
2011	0.0077	1.0000	0.0077	213,904	1.0903	233,213	31,551	1.1471	36,193
2012	0.0074	1.0000	0.0074	219,101	1.0637	233,053	32,641	1.1030	36,003
2013	0.0079	1.0000	0.0079	221,277	1.0377	229,626	32,979	1.0606	34,977
2014	0.0075	1.0000	0.0075	234,599	1.0124	237,514	34,880	1.0198	35,571
		Average Last 3	0.0076			233,397			35,517
	Avera	age: 2011-2013	0.0076			231,964			35,725
	Avera	age: 2009-2013	0.0072			238,612			37,486
		age: 2008-2012	0.0071			244,427			37,781
	Selected (Policy	/ Year 2014/15)	0.0076			239,000			36,000

<sup>(2)</sup> From Pro Forma 9.

<sup>(3)</sup> Trended to January 1, 2015 using a 0% trend factor based on Pro Forma 9.

 $<sup>(4) = (2) \</sup>times (3)$ 

<sup>(5)</sup> From Pro Forma 9.

<sup>(6)</sup> Trended to January 1, 2015 using a 2.5% trend factor based on Pro Forma 9.

 $<sup>(7) = (5) \</sup>times (6)$ 

<sup>(8)</sup> From Pro Forma 9.

<sup>(9)</sup> Trended to January 1, 2015 using a 4.0% trend factor based on Pro Forma 9.

 $<sup>(10) = (8) \</sup>times (9)$ 

-8.9%

0.4%

3.5%

1.0%

5.8%

4.00%

(11)



(1)

2010

2011

2012

2013

2014

## Pennsylvania Insurance Department / Bureau of Special Funds USTIF Loss Fund

## USTIF Loss Fund Experience at 6/30/2014 Summary Statistics - Frequency and Severity Trend Selections

(6)

35,400,000

40,000,000

39,000,000

41.600.000

(7)

226,923

213,904

219,101

221.277

(8)

6.7%

-5.7%

2.4%

1.0%

2.50%

(9)

4,900,000

5,900,000

5,810,025

6.200.000

(10)

31,410

31,551

32,641

32.979

**Ultimate Loss Ultimate Claim Frequency Ultimate Loss** Severity % Ultimate ALAE Ultimate ALAE **Policy Period Ultimate Losses** Number of Tanks **Ultimate Counts Ultimate Claim Frequency** % Change Severity Change Ultimate ALAE Severity Severity % Change 14.203 1994 170 16.000.000 94.118 2.414.580 1995 45,452 389 0.0086 50,200,000 129,049 37.1% 1,631,532 4,194 -70.5% 383 0.0083 -2.9% 63.000.000 164,491 27.5% 2.250.000 5.875 40.1% 1996 46,067 1997 42,738 433 0.0101 21.9% 78,000,000 180,139 9.5% 3,624,776 8,371 42.5% 529 62.6% 109,000,000 206,049 14.4% 7,000,000 13,233 58.1% 1998 32,104 0.0165 1999 31,880 574 0.0180 9.3% 130,000,000 226,481 9.9% 7,900,000 13,763 4.0% 356 79,000,000 221,910 -2.0% 4,900,000 13,764 2000 30,099 0.0118 -34.3% 0.0% 2001 29,539 333 0.0113 -4.7% 92,000,000 276,276 24.5% 5,250,000 15,766 14.5% 2002 29,215 349 0.0119 6.0% 74,000,000 212,034 -23.3% 4,538,808 13,005 -17.5% 2003 28,311 241 0.0085 -28.7% 48,000,000 199,170 -6.1% 3,700,000 15,353 18.1% 2004 27,310 319 0.0117 37.2% 66,000,000 206,897 3.9% 5,640,937 17,683 15.2% 2005 26,890 49,000,000 19,810 236 0.0088 -24.9% 207,627 0.4% 4,675,064 12.0% 2006 26,305 207 0.0079 -10.3% 37,000,000 178,744 -13.9% 3,341,838 16,144 -18.5% 41,500,000 4,081,258 2007 25,760 184 0.0071 -9.2% 225,543 26.2% 22,181 37.4% 2008 25,408 177 0.0070 -2.5% 39,000,000 220,339 -2.3% 5,000,000 28,249 27.4% 174 37,000,000 2009 24,993 0.0070 -0.1% 212,644 -3.5% 6,000,000 34,483 22.1%

0.0063

0.0077

0.0074

0.0079

23,558 178 0.0075 -4.3% 41,700,000 234,599 6.0% 6,200,000 34,880 Indicated Trend - Latest 10 years (Excl. 2014) -3.15% 1.13% 8.66% Indicated Trend - 2009 through 2013 4.11% 0.45% -0.51% Indicated Trend - Latest 4 years 0.17% 2.91% 3.16%

0.00%

-9.4%

21.8%

-4.1%

7.1%

24,745

24,360

24,190

23.851

(2)

(3)

156

187

178

188

Selected

<sup>(2)</sup> Provided by USTIF.

<sup>(2)</sup> Estimates for 2012 through 2014

<sup>(3)</sup> From Exhibit 7.

<sup>(4) = (3) / (2)</sup> 

<sup>(5)</sup> Period-over-Period change in (4).

<sup>(6)</sup> From Exhibit 2.

<sup>(7) = (6) / (3)</sup> 

<sup>(8)</sup> Period-over-Period change in (7).

<sup>(9)</sup> From Exhibit 8.

<sup>(10) = (9) / (3)</sup> 

<sup>(11)</sup> Period-over-Period change in (10).



### USTIF Loss Fund Experience at 6/30/2014 Estimated Payment Pattern

(1) (2) (3) (4) (5) (6)

Maturity (Months)	Incremental Percentage Paid	Cumulative Percentage Paid	Maturity (Months)	Implied Incremental Percentage Paid	Interpolated Cumulative Percentage Paid
6	0.003	0.003	12	0.042	0.042
18	0.078	0.081	24	0.102	0.144
30	0.125	0.206	36	0.123	0.266
42	0.120	0.326	48	0.101	0.367
54	0.082	0.408	60	0.077	0.444
66	0.071	0.480	72	0.068	0.512
78	0.064	0.544	84	0.059	0.571
90	0.054	0.598	96	0.046	0.617
102	0.039	0.637	108	0.040	0.657
114	0.042	0.678	120	0.043	0.701
126	0.045	0.723	132	0.040	0.740
138	0.035	0.758	144	0.030	0.770
150	0.025	0.783	156	0.026	0.796
162	0.026	0.809	168	0.024	0.820
174	0.022	0.830	180	0.017	0.837
186	0.013	0.844	192	0.014	0.851
198	0.014	0.858	204	0.014	0.865
210	0.014	0.872	216	0.014	0.879
222	0.014	0.886	228	0.017	0.896
234	0.020	0.906	240	0.022	0.918
246	0.023	0.930	252	0.023	0.941
258	0.023	0.953	264	0.023	0.965
270	0.023	0.977	276	0.023	0.988
282	0.023	1.000	288	0.012	1.000

<sup>(2)</sup> Based on (3).

<sup>(3)</sup> From Pro Forma 11.

<sup>(5)</sup> Based on (6).

<sup>(6)</sup> Interpolated based on (3).



## USTIF Loss Fund Experience at 6/30/2014 Estimated Payment Pattern

	Paid Loss & ALAE Combined <sup>1</sup>										ated Ultimate s & ALAE <sup>2</sup>											
	6	18	30	42	54	66	78	90	102	114	126	138	150	162	174	186	198	210	222	234		
1994 1995 1996 1997 1998 1998 2000 2001 2002 2003 2004 2005 2006 2006 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2011 2011 2011 2011 2011 2011 2011	26,549 80,363 378,046 815,371 669,532 995,206 1,575,214 809,903 228,084 177,897 63,928 130,235 109,170 291,760 484,494 303,418 291,417 72,256 74,932 45,078	1,112,976 4,087,659 5,783,162 7,875,779 12,642,059 10,809,677 8,024,820 8,376,286 7,089,086 4,463,157 5,672,249 4,355,960 3,575,459 2,21,079 4,355,960 3,575,459 2,846,016 2,792,773	2,719,186 9,026,123 11,283,295 14,758,342 22,085,159 24,747,463 18,347,170 18,477,080 10,291,705 11,180,929 11,254,927 8,765,580 11,734,761 11,263,155 11,263,155 11,263,252 9,143,406 8,567,729 6,695,252	4,236,228 12,185,081 16,306,452 21,017,720 30,767,672 37,178,409 25,954,735 22,931,509 16,163,904 16,163,904 16,163,904 17,165,530 16,503,064,953 13,233,669	5,285,263 14,744,313 19,975,004 27,565,532 40,238,127 49,219,242 33,207,452 36,928,114 29,928,074 20,582,941 21,582,942 21,582,941 2	5,939,452 17,944,081 24,322,249 33,565,170 49,458,358 60,182,300 40,522,360 45,163,118 36,856,750 24,137,090 34,380,616 25,239,777 19,560,516 23,018,153 21,277,327 19,392,312	7,482,553 20,821,180 28,142,300 39,449,251 57,111,018 69,633,767 47,051,556 52,263,847 42,864,181 27,631,163 39,561,793 28,461,416 21,949,600 25,579,250 23,339,264	8,564,703 23,888,062 32,003,679 46,062,610 64,772,688 78,161,811 52,057,715 57,451,754 48,268,099 30,336,428 43,569,545 31,678,759 24,098,011 27,548,661	9,477,406 26,748,044 35,417,055 50,123,154 72,443,459 85,782,496 55,990,339 62,131,654 51,710,816 32,578,695 46,170,063 34,037,639 25,730,044	10.350,474 29.137,306 38.907,164 54.060,367 78.531,873 92.972,88 59.329,017 66.554,758 54.527,228 34.550,205 36.266,798	11,252,051 31,472,990 42,235,199 57,548,621 84,457,462 100,362,130 62,243,765 70,330,364 57,198,053 36,432,952 50,671,790	12,195,614 33,896,880 45,938,695 61,182,809 88,187,7040 105,081,248 64,238,729 73,282,030 59,243,525 38,605,824	13,032,291 35,887,456 48,600,915 63,893,939 91,693,377 108,549,127 66,072,476 75,362,419 61,243,293	13,588,994 38,745,968 50,742,946 66,393,287 95,304,283 111,624,317 67,559,301 77,716,892	15,314,938 40,517,288 51,890,402 68,349,233 96,878,133 114,222,172 68,862,615	15,709,728 41,928,197 53,504,529 69,868,218 99,266,936 116,148,536	16.081,707 43.374,296 54,785,046 70.964,001 100.871,362	16,385,041 44,481,25 56,072,528 71,862,103	16,710,120 45,385,418 57,063,979	16,960,856 46,196,680	1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2017 2017 2017 2017 2017 2017 2017	18,414,580 51,831,532 65,250,000 81,624,776 116,000,000 137,900,000 97,250,000 97,250,000 97,250,000 97,250,000 97,538,808 51,700,000 71,640,337 53,675,064 40,341,838 45,581,258 44,000,000 43,000,000 43,000,000 44,810,025 47,800,000
	6	18	30	42	54	66	78	90 90	102	E to Ultimate L	126	138	150	162	174	186	198	210	222	234		
1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014	6 0.001 0.002 0.006 0.010 0.008 0.007 0.019 0.008 0.003 0.003 0.001 0.002 0.001 0.002 0.001 0.007 0.007 0.007 0.007	18 0.060 0.079 0.089 0.096 0.109 0.076 0.096 0.096 0.096 0.090 0.086 0.071 0.130 0.121 0.108 0.072 0.130 0.122 0.108	30 0.148 0.174 0.173 0.181 0.190 0.179 0.190 0.187 0.199 0.156 0.210 0.257 0.257 0.263 0.243 0.243 0.243 0.243	42 0.230 0.235 0.250 0.257 0.265 0.270 0.309 0.284 0.292 0.313 0.309 0.321 0.363 0.350 0.352 0.362	54 0.284 0.306 0.347 0.356 0.380 0.380 0.381 0.396 0.402 0.397 0.406 0.446 0.419 0.398	0.323 0.346 0.373 0.411 0.426 0.483 0.484 0.469 0.467 0.480 0.470 0.480 0.505 0.505	78 0.406 0.402 0.431 0.483 0.492 0.505 0.561 0.537 0.546 0.534 0.562 0.530 0.541 0.530	90 0.465 0.461 0.490 0.558 0.567 0.620 0.615 0.615 0.587 0.608 0.590 0.590 0.590	102 0.515 0.516 0.543 0.614 0.825 0.625 0.667 0.639 0.658 0.630 0.634 0.638	114 0.562 0.596 0.662 0.877 0.674 0.707 0.684 0.698 0.675	126 0.611 0.607 0.649 0.705 0.728 0.728 0.724 0.723 0.728 0.705 0.707	138 0.662 0.654 0.704 0.750 0.760 0.760 0.766 0.764 0.754 0.747	150 0.708 0.692 0.745 0.783 0.790 0.787 0.788 0.775 0.780	162 0.738 0.748 0.778 0.813 0.822 0.805 0.805 0.799	174 0.832 0.782 0.795 0.837 0.835 0.828 0.821	186 0.853 0.809 0.821 0.856 0.842	198 0.873 0.837 0.840 0.869 0.870	210 0.895 0.858 0.859 0.880	222 0.907 0.876 0.875	234 0.921 0.891		
average last 4 avg last 4 wtd avg last 3 avg Last 2 avg	0.005 0.002 0.003 0.001 0.001	0.089 0.077 0.085 0.067 0.061	0.197 0.201 0.211 0.188 0.168	0.294 0.321 0.330 0.312 0.307	0.373 0.413 0.413 0.403 0.394	0.442 0.481 0.479 0.480 0.467	0.508 0.541 0.544 0.545 0.546	0.566 0.600 0.598 0.597 0.601	0.611 0.637 0.643 0.639 0.636	0.653 0.678 0.681 0.673 0.675	0.694 0.716 0.723 0.713 0.706	0.731 0.755 0.758 0.752 0.751	0.761 0.782 0.785 0.781 0.777	0.789 0.809 0.810 0.805 0.802	0.819 0.830 0.826 0.828 0.825	0.840 0.844 0.841 0.851 0.849	0.858 0.854 0.859 0.860 0.869	0.872 0.872 0.866 0.870 0.867	0.886 0.886 0.875 0.893	0.906		
Selected	0.003	0.081	0.215	0.326	0.408	0.480	0.544	0.598	0.637	0.678	0.712	0.758	0.783	0.809	0.830	0.844	0.858	0.872	0.886	0.906		

Based on Exhibit 13 and Exhibit 15.
 From Pro Forma 12



### USTIF Loss Fund Experience at 6/30/2014 Summary of Estimated Ultimate Loss & ALAE

(1) (2) (3)

			<b>Estimated Ultimate</b>
Policy Period	<b>Estimated Ultimate Loss</b>	Estimated Ultimate ALAE	Loss & ALAE
1994	16,000,000	2,414,580	18,414,580
1995	50,200,000	1,631,532	51,831,532
1996	63,000,000	2,250,000	65,250,000
1997	78,000,000	3,624,776	81,624,776
1998	109,000,000	7,000,000	116,000,000
1999	130,000,000	7,900,000	137,900,000
2000	79,000,000	4,900,000	83,900,000
2001	92,000,000	5,250,000	97,250,000
2002	74,000,000	4,538,808	78,538,808
2003	48,000,000	3,700,000	51,700,000
2004	66,000,000	5,640,937	71,640,937
2005	49,000,000	4,675,064	53,675,064
2006	37,000,000	3,341,838	40,341,838
2007	41,500,000	4,081,258	45,581,258
2008	39,000,000	5,000,000	44,000,000
2009	37,000,000	6,000,000	43,000,000
2010	35,400,000	4,900,000	40,300,000
2011	40,000,000	5,900,000	45,900,000
2012	39,000,000	5,810,025	44,810,025
2013	41,600,000	6,200,000	47,800,000
2014	41,700,000	6,200,000	47,900,000
Total	1,206,400,000	100,958,818	1,307,358,818

<sup>(2)</sup> From Exhibit 2

<sup>(3)</sup> From Exhibit 8

<sup>(4) = (2) + (3)</sup> 



## USTIF Loss Fund Experience at 6/30/2014 Paid Loss & ALAE

(1) (2) (3)

Policy Period	Paid Loss	Paid ALAE	Paid Loss & ALAE Combined
1994	14,869,562	2,244,972	17,114,534
1995	44,946,066	1,250,614	46,196,680
1996	55,444,200	1,619,779	57,063,979
1997	69,178,746	2,683,357	71,862,103
1998	95,570,766	5,300,596	100,871,362
1999	110,731,278	5,417,258	116,148,536
2000	65,704,827	3,157,788	68,862,615
2001	74,867,706	2,849,186	77,716,892
2002	58,869,045	2,374,248	61,243,293
2003	36,658,575	1,947,249	38,605,824
2004	47,890,506	2,781,284	50,671,790
2005	34,085,699	2,181,099	36,266,798
2006	24,402,666	1,327,378	25,730,044
2007	25,985,907	1,562,754	27,548,661
2008	21,766,022	1,573,242	23,339,264
2009	17,754,547	1,637,765	19,392,312
2010	15,011,077	1,038,734	16,049,811
2011	12,186,582	1,047,087	13,233,669
2012	6,055,027	640,225	6,695,252
2013	2,551,333	241,440	2,792,773
2014	14,340	30,738	45,078
Total	834,544,477	42,906,793	877,451,270

<sup>(2)</sup> From Exhibit 25

<sup>(3)</sup> From Exhibit 25

<sup>(4) = (2) + (3)</sup> 



### USTIF Loss Fund Experience at 6/30/2014 Estimated Unpaid Loss

(1)	(2)	(3)	(4)	(5)	(6)	(7)

	Estimated Ultimate					
Policy Period	Loss	Paid Loss	Case Reserve	Case Incurred Loss	Estimated IBNR	Estimated Unpaid Loss
1994	16,000,000	14,869,562	298,587	15,168,149	831,851	1,130,438
1995	50,200,000	44,946,066	3,273,086	48,219,152	1,980,848	5,253,934
1996	63,000,000	55,444,200	3,987,259	59,431,459	3,568,541	7,555,800
1997	78,000,000	69,178,746	2,300,790	71,479,536	6,520,464	8,821,254
1998	109,000,000	95,570,766	4,022,215	99,592,981	9,407,019	13,429,234
1999	130,000,000	110,731,278	6,603,106	117,334,384	12,665,616	19,268,722
2000	79,000,000	65,704,827	3,381,535	69,086,362	9,913,638	13,295,173
2001	92,000,000	74,867,706	5,832,564	80,700,270	11,299,730	17,132,294
2002	74,000,000	58,869,045	6,094,170	64,963,215	9,036,785	15,130,955
2003	48,000,000	36,658,575	4,583,694	41,242,269	6,757,731	11,341,425
2004	66,000,000	47,890,506	7,839,705	55,730,211	10,269,789	18,109,494
2005	49,000,000	34,085,699	5,317,503	39,403,202	9,596,798	14,914,301
2006	37,000,000	24,402,666	4,225,723	28,628,389	8,371,611	12,597,334
2007	41,500,000	25,985,907	4,197,539	30,183,446	11,316,554	15,514,093
2008	39,000,000	21,766,022	4,424,468	26,190,490	12,809,510	17,233,978
2009	37,000,000	17,754,547	5,468,285	23,222,832	13,777,168	19,245,453
2010	35,400,000	15,011,077	5,817,415	20,828,492	14,571,508	20,388,923
2011	40,000,000	12,186,582	7,143,306	19,329,888	20,670,112	27,813,418
2012	39,000,000	6,055,027	8,735,313	14,790,340	24,209,660	32,944,973
2013	41,600,000	2,551,333	14,285,651	16,836,984	24,763,016	39,048,667
1/1/2014-6/30/2014	20,850,000 <sup>1</sup>	14,340	8,010,660	8,025,000	12,825,000	20,835,660
Total	1,185,550,000	834,544,477	115,842,574	950,387,051	235,162,949	351,005,523

<sup>(2)</sup> From Exhibit 2

<sup>(3)</sup> From Exhibit 25

<sup>(4)</sup> From Exhibit 25

<sup>(5) = (3) + (4)</sup> 

<sup>(6) = (2) - (5)</sup> 

<sup>(7) = (4) + (6)</sup> 

 $<sup>^{1}</sup>$  2014 estimate from Exhibit 2 multiplied by 50% to estimate the ultimate loss for 1/1/14-6/30/14.



### USTIF Loss Fund Experience at 6/30/2014 Estimated Unpaid ALAE

(1) (2) (3)

Policy Period	Estimated Ultimate ALAE	Paid ALAE	Estimated Unpaid ALAE
1994	2,414,580	2,244,972	169,608
1995	1,631,532	1,250,614	380,918
1996	2,250,000	1,619,779	630,221
1997	3,624,776	2,683,357	941,419
1998	7,000,000	5,300,596	1,699,404
1999	7,900,000	5,417,258	2,482,742
2000	4,900,000	3,157,788	1,742,212
2001	5,250,000	2,849,186	2,400,814
2002	4,538,808	2,374,248	2,164,560
2003	3,700,000	1,947,249	1,752,751
2004	5,640,937	2,781,284	2,859,653
2005	4,675,064	2,181,099	2,493,965
2006	3,341,838	1,327,378	2,014,460
2007	4,081,258	1,562,754	2,518,504
2008	5,000,000	1,573,242	3,426,758
2009	6,000,000	1,637,765	4,362,235
2010	4,900,000	1,038,734	3,861,266
2011	5,900,000	1,047,087	4,852,913
2012	5,810,025	640,225	5,169,800
2013	6,200,000	241,440	5,958,560
1/1/2014-6/30/2014	3,100,000	30,738	3,069,262
Total	97,858,818	42,906,793	54,952,025

<sup>(2)</sup> From Exhibit 8

<sup>(3)</sup> From Exhibit 25

<sup>(4) = (2) - (3)</sup> 

<sup>&</sup>lt;sup>1</sup> 2014 estimate from Exhibit 8 multiplied by 50% to estimate the ultimate ALAE for 1/1/14-6/30/14.



### USTIF Loss Fund Experience at 6/30/2014 Estimated Ultimate Loss

			Incurred I		s				
					Ultimate Loss Inc	dications			
(1	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9	9)

Policy Period	Paid Loss	Incurred Loss	Incurred Loss Loss Development Method	Paid Loss Loss Development Method	Frequency/Severity Method	Incurred Loss Cape Cod Method	Paid Loss Cape Cod Method	Selected Ultimate Loss
1994	14,869,562	15,168,149	15,700,589	15,876,647	15,787,252	16,062,025	16,537,596	16,000,000
1995	44,946,066	48,219,152	50,460,794	48,710,022	49,600,718	51,025,578	49,816,378	50,200,000
1996	55,444,200	59,431,459	62,878,484	60,988,620	61,951,943	63,046,581	61,440,611	63,000,000
1997	69,178,746	71,479,536	76,381,603	77,618,553	76,984,996	76,541,581	77,794,855	78,000,000
1998	95,570,766	99,592,981	107,487,298	109,375,007	108,403,490	107,074,224	108,525,680	109,000,000
1999	110,731,278	117,334,384	127,901,338	129,513,260	128,678,923	126,923,705	127,726,089	130,000,000
2000	65,704,827	69,086,362	76,061,255	78,649,303	77,301,191	75,947,084	78,161,051	79,000,000
2001	74,867,706	80,700,270	89,913,864	91,857,790	90,839,010	88,156,370	88,489,622	92,000,000
2002	58,869,045	64,963,215	73,610,563	74,467,560	74,015,500	74,663,370	76,379,964	74,000,000
2003	36,658,575	41,242,269	47,526,533	47,809,519	47,659,282	47,110,155	47,436,522	48,000,000
2004	47,890,506	55,730,211	65,634,951	65,456,006	65,552,126	64,796,438	64,733,815	66,000,000
2005	34,085,699	39,403,202	47,566,353	49,056,963	48,246,304	47,123,908	48,550,599	49,000,000
2006	24,402,666	28,628,389	35,457,868	37,172,657	36,226,865	36,285,335	38,931,440	37,000,000
2007	25,985,907	30,183,446	38,505,410	42,355,322	40,195,698	37,935,698	40,901,400	41,500,000
2008	21,766,022	26,190,490	35,249,179	38,918,474	36,824,978	35,134,047	38,434,182	39,000,000
2009	17,754,547	23,222,832	33,286,657	35,714,030	34,800,000	33,618,002	36,719,590	37,000,000
2010	15,011,077	20,828,492	31,347,443	35,268,254	32,136,000	31,203,744	34,709,019	35,400,000
2011	12,186,582	19,329,888	30,546,604	35,503,871	39,677,660	32,894,152	39,390,250	40,000,000
2012	6,055,027	14,790,340	25,710,140	25,578,665	38,901,081	29,753,890	36,428,066	39,000,000
2013	2,551,333	16,836,984	29,706,851	24,142,206	42,319,131	33,191,834	40,898,364	41,600,000
2014	14,340	8,025,000	27,610,354	6,784,674	41,212,193	34,103,196	41,682,909	41,700,000
Total	834,544,477	950,387,051	1,128,544,129	1,130,817,402	1,187,314,342	1,142,590,915	1,193,687,999	1,206,400,000

<sup>(2) &</sup>amp; (3) From Exhibit 25

<sup>(4)</sup> From Exhibit 4-1

<sup>(5)</sup> From Exhibit 4-2

<sup>(6)</sup> From Exhibit 3

<sup>(7)</sup> From Exhibit 5

<sup>(8)</sup> From Exhibit 6

<sup>(9)</sup> Selected judgmentally.

<sup>(9)</sup> Considers data treatment of Post Remedial Care (PRC) costs. See the text for more details and Exhibit 29 for a data summary.



### USTIF Loss Fund Experience at 6/30/2014 Frequency / Severity Method

(1)	(2)	(3)	(4)	(5)	(6)	(7)
(.)	(-)	(-)	( - /	(-)	(•)	(-)

Policy Period	Estimated Ultimate Claims Counts	Indicated Avg. Severity per Incurred LDF Method	Indicated Avg. Severity per Paid LDF Method	Indicated Weighted Average Severity	Selected Severity	Estimated Ultimate Loss
1994	170	92,356	93,392	92,866	92,866	15,787,252
1995	389	129,719	125,219	127,508	127,508	49,600,718
1996	383	164,174	159,239	161,754	161,754	61,951,943
1997	433	176,401	179,258	177,794	177,794	76,984,996
1998	529	203,190	206,758	204,922	204,922	108,403,490
1999	574	222,825	225,633	224,179	224,179	128,678,923
2000	356	213,655	220,925	217,138	217,138	77,301,191
2001	333	270,012	275,849	272,790	272,790	90,839,010
2002	349	210,919	213,374	212,079	212,079	74,015,500
2003	241	197,206	198,380	197,756	197,756	47,659,282
2004	319	205,752	205,191	205,493	205,493	65,552,126
2005	236	201,552	207,868	204,433	204,433	48,246,304
2006	207	171,294	179,578	175,009	175,009	36,226,865
2007	184	209,269	230,192	218,455	218,455	40,195,698
2008	177	199,148	219,878	208,051	208,051	36,824,978
2009	174	191,303	205,253	197,107	200,000	34,800,000
2010	156	200,945	226,079	210,759	206,000	32,136,000
2011	187	163,351	189,860	172,673	212,180	39,677,660
2012	178	144,439	143,700	144,224	218,545	38,901,081
2013	188	158,015	128,416	153,363	225,102	42,319,131
2014	178	155,333	38,170	154,487	231,855	41,212,193
Total	5,941				4,193,910	1,187,314,342

<sup>(2)</sup> From Exhibit 7

<sup>(3)</sup> and (4) From Exhibit 4-1 and Exhibit 4-2

<sup>(5) =</sup> Weighted average of (3) and (4) with weights inversely proportional to the cumulative loss development factor under each method.

<sup>(6)</sup> Selected

 $<sup>(7) = (2) \</sup>times (6)$ 



### USTIF Loss Fund Experience at 6/30/2014 Incurred Loss Development

(1) (2) (3)

	Cumulative Incurred Loss							
Policy Period	Incurred Loss	Development Factor	Estimated Ultimate Loss					
1994	15,168,149	1.035	15,700,589					
1995	48,219,152	1.046	50,460,794					
1996	59,431,459	1.058	62,878,484					
1997	71,479,536	1.069	76,381,603					
1998	99,592,981	1.079	107,487,298					
1999	117,334,384	1.090	127,901,338					
2000	69,086,362	1.101	76,061,255					
2001	80,700,270	1.114	89,913,864					
2002	64,963,215	1.133	73,610,563					
2003	41,242,269	1.152	47,526,533					
2004	55,730,211	1.178	65,634,951					
2005	39,403,202	1.207	47,566,353					
2006	28,628,389	1.239	35,457,868					
2007	30,183,446	1.276	38,505,410					
2008	26,190,490	1.346	35,249,179					
2009	23,222,832	1.433	33,286,657					
2010	20,828,492	1.505	31,347,443					
2011	19,329,888	1.580	30,546,604					
2012	14,790,340	1.738	25,710,140					
2013	16,836,984	1.764	29,706,851					
2014	8,025,000	3.441	27,610,354					
Total	950,387,051		1,128,544,129					

<sup>(2)</sup> From Exhibit 25

<sup>(3)</sup> From Exhibit 11

 $<sup>(4) = (2) \</sup>times (3)$ 



# USTIF Loss Fund Experience at 6/30/2014 Paid Loss Development Method

(1) (2) (3)

	Cumulative Paid Loss							
Policy Period	Paid Loss	<b>Development Factor</b>	Estimated Ultimate Loss					
1994	14,869,562	1.068	15,876,647					
1995	44,946,066	1.084	48,710,022					
1996	55,444,200	1.100	60,988,620					
1997	69,178,746	1.122	77,618,553					
1998	95,570,766	1.144	109,375,007					
1999	110,731,278	1.170	129,513,260					
2000	65,704,827	1.197	78,649,303					
2001	74,867,706	1.227	91,857,790					
2002	58,869,045	1.265	74,467,560					
2003	36,658,575	1.304	47,809,519					
2004	47,890,506	1.367	65,456,006					
2005	34,085,699	1.439	49,056,963					
2006	24,402,666	1.523	37,172,657					
2007	25,985,907	1.630	42,355,322					
2008	21,766,022	1.788	38,918,474					
2009	17,754,547	2.012	35,714,030					
2010	15,011,077	2.349	35,268,254					
2011	12,186,582	2.913	35,503,871					
2012	6,055,027	4.224	25,578,665					
2013	2,551,333	9.463	24,142,206					
2014	14,340	473.129	6,784,674					
Total	834,544,477		1,130,817,402					

<sup>(2)</sup> From Exhibit 25

<sup>(3)</sup> From Exhibit 11

 $<sup>(4) = (2) \</sup>times (3)$ 



USTIF Loss Fund Experience at 6/30/2014 Generalized Cape Cod Method - Reported Loss

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
Policy Period	Ultimate Claim Counts	Trend Index	Age-to-Ulimate LDF (Reported Loss)	Portion of Ultimate Loss Reported	Cumulative Reported Loss at 6/30/2014	Trended Developed Loss to Exposure Ratio	Trended Expected Loss to Exposure Ratio	Expected Ultimate Loss	Estimated IBNR Losses	Estimated Ultimate Indemnity Losses
1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014	170 389 383 433 529 574 356 333 349 241 319 236 207 184 177 174 156 187 178 188 178	1.914 1.859 1.805 1.752 1.701 1.651 1.603 1.557 1.426 1.384 1.344 1.305 1.267 1.230 1.194 1.159 1.126 1.093 1.061 1.030 1.000	1.035 1.046 1.058 1.069 1.079 1.090 1.101 1.114 1.133 1.152 1.178 1.207 1.239 1.276 1.346 1.433 1.505 1.580 1.738 1.764 3.441	96.6% 95.6% 94.5% 93.6% 92.7% 91.7% 90.8% 88.3% 86.8% 84.9% 82.8% 80.7% 78.4% 74.3% 69.8% 66.4% 63.3% 57.5% 56.7% 29.1%	15,168,149 48,219,152 59,431,459 71,479,536 99,592,981 117,334,384 69,086,362 80,700,270 64,963,215 41,242,269 55,730,211 39,403,202 28,628,389 30,183,446 26,190,490 23,222,832 20,828,492 19,329,888 14,790,340 16,836,984 8,025,000	176,814 241,111 296,264 309,058 345,623 367,983 342,563 420,312 300,719 272,979 276,514 262,980 216,990 257,374 237,793 221,772 226,166 178,498 153,235 162,756 155,333	296,841 301,860 310,712 319,144 327,538 333,938 336,956 340,138 337,332 254,892 253,105 248,726 243,281 239,754 234,771 229,074 223,076 215,856 209,980 206,828	26,358,608 63,174,436 65,944,814 78,874,302 101,862,973 116,068,166 74,816,219 72,762,781 82,572,586 44,377,558 60,078,447 44,988,241 39,753,985 35,869,376 34,801,174 34,382,599 30,919,207 36,939,706 35,230,954 37,751,057 36,763,606	893,876 2,806,426 3,615,122 5,062,045 7,481,243 9,589,321 6,860,722 7,456,100 9,700,155 5,867,886 9,066,227 7,720,706 7,656,946 7,752,252 8,943,557 10,395,170 10,375,252 13,564,264 14,963,550 16,354,850 26,078,196	16,062,025 51,025,578 63,046,581 76,541,581 107,074,224 126,923,705 75,947,084 88,156,370 47,110,155 64,796,438 47,123,908 36,285,335 37,935,698 35,134,047 33,618,002 31,203,744 32,894,152 29,753,890 33,191,834 34,103,196
Total Control	5,941 5,941				950,387,051 950,387,051			1,154,290,795	192,203,864	1,142,590,915
Notes (2) (4) (5) (6) (7) (3) (3) (3) (8) (8) (9) (10) (11)	From Exhibit 7 From Exhibit 11 1.0 ÷ (4) From Exhibit 25 [(6)*(3) ÷ ((2)*(5)]  Trend Rate = ILF \$1.5mln to \$1mln = The annual aggregate loss CC Decay Factor = Separate calculations are p (8) × ((2) ÷ (3)) (9) × (1 - (5)) (6) + (10)	0.80								



USTIF Loss Fund Experience at 6/30/2014 Generalized Cape Cod Method - Paid Loss

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
Policy Period	Ultimate Claim Counts	Trend Index	Age-to-Ulimate LDF (Paid Loss)	Portion of Ultimate Loss Paid	Cumulative Paid Loss at 6/30/2014	Trended Developed Loss to Exposure Ratio	Trended Expected Loss to Exposure Ratio	Expected Ultimate Loss	Estimated Unpaid Loss	Estimated Ultimate Loss
1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014	170 389 383 433 529 574 356 333 349 241 319 226 207 184 177 174 156 187 178 188 178	1.914 1.859 1.805 1.752 1.701 1.651 1.603 1.557 1.426 1.384 1.305 1.267 1.230 1.194 1.159 1.126 1.093 1.061 1.030	1.068 1.084 1.100 1.122 1.144 1.170 1.197 1.227 1.265 1.304 1.367 1.439 1.523 1.630 1.788 2.012 2.349 2.913 4.224 9.463 473.129	93.7% 92.3% 90.9% 89.1% 87.4% 85.5% 83.5% 81.5% 79.1% 76.7% 73.2% 69.5% 65.6% 61.4% 55.9% 49.7% 42.6% 34.3% 23.7% 10.6% 0.2%	44,946,066 55,444,200 69,178,746 95,570,766 110,731,278 65,704,827 74,867,706 58,869,045 36,658,575 47,890,506 34,085,699 24,402,666 25,985,907 21,766,022 17,754,547 15,011,077 12,186,582 6,055,027 2,551,333 14,340 834,544,477	178,797 232,746 287,360 314,063 351,693 372,620 354,219 429,400 304,220 274,604 275,760 271,221 227,484 283,107 262,546 237,945 254,453 207,465 152,452 132,268 38,170	296,141 301,158 310,786 320,623 330,055 337,164 340,858 344,274 341,518 265,419 264,422 262,048 258,815 257,962 255,133 251,267 247,429 242,044 237,170 234,919 234,919	26,296,481 63,027,565 65,960,516 79,239,954 102,645,536 117,189,622 75,682,738 73,647,609 83,597,408 46,210,298 62,764,834 47,397,739 42,292,367 38,593,346 37,819,628 37,713,676 34,294,612 41,421,433 39,792,880 42,878,392 41,756,826	1,668,034 4,870,312 5,996,411 8,616,109 12,954,914 16,994,811 12,456,224 13,621,916 17,510,919 10,777,947 16,843,309 14,464,900 14,528,774 14,915,493 16,668,160 18,965,043 19,697,942 27,203,668 30,373,039 38,347,031 41,668,569	16,537,596 49,816,378 61,440,611 77,794,855 108,525,680 127,726,089 78,161,051 88,489,622 76,379,964 47,436,522 64,733,815 48,550,599 38,931,440 40,901,400 38,434,182 36,719,590 34,709,019 39,390,250 36,428,066 40,898,364 41,682,909 1,193,687,999
Notes (2) (4) (5) (6) (7) (3) (3) (8) (8) (9) (10) (11)	5,941  From Exhibit 7  From Exhibit 11 1.0 ÷ (4)  From Exhibit 25 [(6)*(3) + ((2)*(5)]  Trend Rate = ILF \$1.5mln to \$1mln = CC Decay Factor = Separate calculations are (8) × ((2) + (3)) (9) × (1 - (5)) (6) + (10)	3.00% 1.06 0.80 performed for each pe	eriod (before 2003, after	2002)	834,544,477					



### USTIF Loss Fund Experience at 6/30/2014 Estimated Ultimate Number of Claims

(1) (2) (3)

Policy Period	Reported Claim Counts	Cumulative Reported Claim Count Development Factor	Estimated Ultimate Claims Counts
1994	170	1.000	170
1995	389	1.000	389
1996	383	1.000	383
1997	433	1.000	433
1998	529	1.000	529
1999	574	1.000	574
2000	356	1.000	356
2001	333	1.000	333
2002	349	1.000	349
2003	241	1.000	241
2004	319	1.000	319
2005	236	1.000	236
2006	207	1.000	207
2007	184	1.000	184
2008	177	1.000	177
2009	174	1.000	174
2010	156	1.000	156
2011	187	1.000	187
2012	178	1.000	178
2013	188	1.000	188
2014	79	2.250	178
Total	5,842		5,941

<sup>(2)</sup> From Exhibit 27

<sup>(3)</sup> From Exhibit 11

 $<sup>(4) = (2) \</sup>times (3)$ 



### USTIF Loss Fund Experience at 6/30/2014 Estimated Ultimate ALAE

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	L		Ultimate ALAE Indications	3			
		Paid ALAE	Paid ALAE Cape Cod Method-	Paid ALAE Cape Cod Method-	Selected Ultimate	Estimated Ultimate	

		·	Julinate ALAE Indications				
		Paid ALAE	Paid ALAE Cape Cod Method-	Paid ALAE Cape Cod Method-	Selected Ultimate	Estimated Ultimate	
Policy Period	Paid ALAE	Development Method	Exposure Base 1	Exposure Base 2	ALAE	Loss	Estimated ALAE Ratio
1994	2,244,972	2,414,580	2,335,868	2,361,626	2,414,580	16,000,000	0.151
1995	1,250,614	1,378,726	1,631,532	1,617,846	1,631,532	50,200,000	0.033
1996	1,619,779	1,830,350	2,217,390	2,085,340	2,250,000	63,000,000	0.036
1997	2,683,357	3,138,320	3,624,776	3,373,142	3,624,776	78,000,000	0.046
1998	5,300,596	6,478,281	6,966,313	6,399,614	7,000,000	109,000,000	0.064
1999	5,417,258	6,951,906	7,853,103	6,923,276	7,900,000	130,000,000	0.061
2000	3,157,788	4,275,233	4,927,453	4,307,961	4,900,000	79,000,000	0.062
2001	2,849,186	4,127,446	5,314,767	4,174,937	5,250,000	92,000,000	0.057
2002	2,374,248	3,680,192	4,538,808	4,129,335	4,538,808	74,000,000	0.061
2003	1,947,249	3,237,729	3,723,661	3,434,325	3,700,000	48,000,000	0.077
2004	2,781,284	5,133,190	5,616,357	5,134,500	5,640,937	66,000,000	0.085
2005	2,181,099	4,516,634	4,579,663	4,224,508	4,675,064	49,000,000	0.095
2006	1,327,378	3,084,123	3,341,838	3,380,679	3,341,838	37,000,000	0.090
2007	1,562,754	4,081,258	4,034,323	3,619,141	4,081,258	41,500,000	0.098
2008	1,573,242	4,749,597	4,114,853	4,826,287	5,000,000	39,000,000	0.128
2009	1,637,765	5,782,466	4,247,222	5,202,335	6,000,000	37,000,000	0.162
2010	1,038,734	4,338,610	3,713,678	4,565,549	4,900,000	35,400,000	0.138
2011	1,047,087	5,851,741	4,341,648	5,793,474	5,900,000	40,000,000	0.148
2012	640,225	5,291,796	4,112,529	5,670,531	5,810,025	39,000,000	0.149
2013	241,440	4.430.296	4,264,057	6,184,795	6,200,000	41,600,000	0.149
2014	30,738	11,280,519	4,325,112	6,194,830	6,200,000	41,700,000	0.149
Total	42,906,793	96,052,994	89,824,951	93,604,031	100,958,818	1,206,400,000	

<sup>(2)</sup> From Exhibit 25

<sup>(3)</sup> From Exhibit 9

<sup>(4)</sup> From Exhibit 10-1

<sup>(6)</sup> Judgmentally Selected

<sup>(7)</sup> From Exhibit 2

 $<sup>(8) = (6) \</sup>div (7)$ 



# USTIF Loss Fund Experience at 6/30/2014 Paid ALAE Development Method

(1) (2) (3)

		<b>Cumulative Development</b>	
Policy Period	Paid ALAE	Factor	Estimated Ultimate ALAE
1994	2,244,972	1.076	2,414,580
1995	1,250,614	1.102	1,378,726
1996	1,619,779	1.130	1,830,350
1997	2,683,357	1.170	3,138,320
1998	5,300,596	1.222	6,478,281
1999	5,417,258	1.283	6,951,906
2000	3,157,788	1.354	4,275,233
2001	2,849,186	1.449	4,127,446
2002	2,374,248	1.550	3,680,192
2003	1,947,249	1.663	3,237,729
2004	2,781,284	1.846	5,133,190
2005	2,181,099	2.071	4,516,634
2006	1,327,378	2.323	3,084,123
2007	1,562,754	2.612	4,081,258
2008	1,573,242	3.019	4,749,597
2009	1,637,765	3.531	5,782,466
2010	1,038,734	4.177	4,338,610
2011	1,047,087	5.589	5,851,741
2012	640,225	8.266	5,291,796
2013	241,440	18.349	4,430,296
2014	30,738	366.989	11,280,519
Total	42,906,793		96,052,994

<sup>(2)</sup> From Exhibit 25

<sup>(3)</sup> From Exhibit 11

 $<sup>(4) = (2) \</sup>times (3)$ 



USTIF Loss Fund Experience at 6/30/2014 Generalized Cape Cod Method - Paid ALAE

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
Policy Period	Ultimate Loss	Trend Index	Age-to-Ulimate LDF (Paid ALAE)	Portion of Ultimate Expense Paid	Cumulative Paid ALAE at 6/30/2014	Trended Developed ALAE to Exposure Ratio	Trended Expected ALAE to Exposure Ratio	Expected Ultimate ALAE	Estimated Unpaid ALAE	Estimated Ultimate ALAE
Policy Period  1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014	16,000,000 50,200,000 63,000,000 78,000,000 109,000,000 130,000,000 79,000,000 74,000,000 48,000,000 49,000,000 41,500,000 37,000,000 41,500,000 40,000,000 35,400,000 41,600,000 41,600,000 41,600,000 41,600,000	Trend Index  1.145 1.133 1.1123 1.112 1.1001 1.080 1.070 1.123 1.112 1.101 1.091 1.080 1.070 1.080 1.070 1.080 1.070 1.080 1.070 1.080 1.070 1.080 1.070 1.080 1.070 1.080 1.070 1.080 1.070 1.080 1.070 1.080 1.070 1.080 1.090 1.090 1.010	(Paid ALAE)  1.076 1.102 1.130 1.170 1.222 1.283 1.354 1.449 1.550 1.663 1.846 2.071 2.323 2.6112 3.019 3.531 4.177 5.589 8.266 18.349 366.989	Paid  93.0% 90.7% 88.5% 85.5% 81.8% 77.9% 69.0% 64.5% 60.1% 54.2% 48.3% 43.0% 38.3% 33.1% 28.3% 23.9% 17.9% 12.1% 5.4% 0.3%	6/30/2014 2,244,972 1,250,614 1,619,779 2,683,357 5,300,596 5,417,258 3,157,788 2,849,186 2,374,249 2,781,284 2,181,099 1,327,378 1,562,754 1,637,765 1,038,734 1,047,087 640,225 241,440 30,738	ALAE to Exposure Ratio  0.173 0.031 0.033 0.045 0.065 0.058 0.058 0.048 0.056 0.075 0.086 0.101 0.090 0.105 0.129 0.164 0.127 0.151 0.138 0.108 0.271	0.093 0.093 0.093 0.093 0.093 0.093 0.093 0.093 0.103 0.103 0.103 0.103 0.103 0.103 0.103 0.103 0.103 0.103 0.103 0.103 0.103 0.103 0.103 0.103 0.103	ALAE  1,294,019 4,099,404 5,194,618 6,493,873 9,162,876 11,034,299 6,770,560 7,961,254 6,099,800 4,456,899 6,187,734 4,638,525 3,536,565 4,005,199 3,800,465 3,640,575 3,516,962 4,012,550 3,990,219 4,254,476 4,306,108	90,896 380,918 597,611 941,419 1,665,717 2,435,845 1,769,665 2,465,581 2,164,560 1,776,412 2,835,073 2,398,564 2,014,460 2,471,569 2,541,611 2,609,457 2,674,944 3,294,561 3,472,304 4,022,617 4,294,374	ALAE  2,335,868 1,631,532 2,217,390 3,624,776 6,966,313 7,853,103 4,927,453 5,314,767 4,538,808 3,723,661 5,616,357 4,579,663 3,341,838 4,034,323 4,114,853 4,247,222 3,713,678 4,341,648 4,112,529 4,264,057 4,325,112
Total Control	1,206,400,000 1,206,400,000				42,906,793 42,906,793			108,416,980	46,918,158	89,824,951
Notes (2) (4) (5) (6) (7) (3) (3) (8) (8) (9) (10) (11)	Selected exposure proxy; value From Exhibit 11 1.0 ÷ (4) Exhibit 25 $[(6)^*(3) \div (2)^*(5)]$ ALAE-to-Loss Trend Rate = $  LF  _{1.5min}$ to \$1min = $  CC  _{1.5min}$ CC Decay Factor = Separate calculations are perfo $(8) \times ((2) \div (3))$ $(9) \times (1 - (5))$ $(6) + (10)$	1.0% 1.06 1.00	p periods (before 2003	3 and after 2002)						



USTIF Loss Fund Experience at 6/30/2014 Generalized Cape Cod Method - Paid ALAE

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
Policy Period	Ultimate Claim Counts	Trend Index	Age-to-Ulimate LDF (Paid ALAE)	Portion of Ultimate Expense Paid	Cumulative Paid ALAE at 6/30/2014	Trended Developed ALAE to Exposure Ratio	Trended Expected ALAE to Exposure Ratio	Expected Ultimate ALAE	Estimated Unpaid ALAE	Estimated Ultimate ALAE
1994	170	2.323	1.076	93.0%	2,244,972	32,989	22,689	1,660,716	116,654	2,361,626
1995	389	2.233	1.102	90.7%	1,250,614	7,915	22,689	3,952,114	367,232	1,617,846
1996	383	2.147	1.130	88.5%	1,619,779	10,262	22,689	4,046,803	465,561	2,085,340
1997	433	2.065	1.170	85.5%	2,683,357	14,965	22,689	4,758,110	689,785	3,373,142
1998	529	1.985	1.222	81.8%	5,300,596	24,313	22,689	6,045,547	1,099,018	6,399,614
1999	574	1.909	1.283	77.9%	5,417,258	23,121	22,689	6,822,211	1,506,018	6,923,276
2000	356	1.836	1.354	73.9%	3,157,788	22,044	22,689	4,400,445	1,150,173	4,307,961
2001	333	1.765	1.449	69.0%	2,849,186	21,876	22,689	4,280,793	1,325,751	4,174,937
2002	349	1.601	1.550	64.5%	2,374,248	16,883	22,689	4,945,891	1,755,087	4,129,335
2003	241	1.539	1.663	60.1%	1,947,249	20,682	23,833	3,730,974	1,487,076	3,434,325
2004	319	1.480	1.846	54.2%	2,781,284	23,819	23,833	5,136,050	2,353,216	5,134,500
2005	236	1.423	2.071	48.3%	2,181,099	27,240	23,833	3,951,699	2,043,409	4,224,508
2006 2007	207 184	1.369 1.316	2.323 2.612	43.0% 38.3%	1,327,378 1,562,754	20,391 29,188	23,833 23,833	3,604,753 3,332,394	2,053,301 2,056,387	3,380,679 3,619,141
2007	177	1.265	3.019	33.1%	1,573,242	33,953	34,773	4,864,271	3,253,045	4,826,287
2008	174	1.203	3.531	28.3%	1,637,765	40,432	34,773	4,973,098	3,564,570	5,202,335
2010	156	1.170	4.177	23.9%	1,038,734	32,536	34,773	4,636,986	3,526,815	4,565,549
2011	187	1.125	5.589	17.9%	1,047,087	35,200	34,773	5,780,775	4,746,387	5,793,474
2012	178	1.082	8.266	12.1%	640,225	32,155	34,773	5,722,658	5,030,306	5,670,531
2013	188	1.040	18.349	5.4%	241,440	24,508	34,773	6,285,922	5,943,355	6,184,795
2014	178	1.000	366.989	0.3%	30,738	63,463	34,773	6,180,934	6,164,092	6,194,830
Total Control	5,941 5,941				42,906,793 42,906,793			99,113,145	50,697,238	93,604,031
Notes (2) (4) (5) (6) (7)	Selected exposure proxy; value From Exhibit 11 1.0 ÷ (4) Exhibit 25 [(6)*(3) ÷ (2)*(5)]	es from Exhibit 7								
(3) (3) (8) (8) (9) (10) (11)	Trend Rate =  ILF \$1.5mln to \$1mln =  CC Decay Factor =  Separate calculations are perfo (8) × ((2) ÷ (3)) (9) × (1 - (5)) (6) + (10)	4.0% 1.06 1.00 ormed for each of thr	ee periods (before 200	03, between 2003 a	nd 2007, and afte	r 2007)				



## USTIF Loss Fund Experience at 6/30/2014 Summary of Development Factors

(1) (2) (3) (4) (5)

			Cumulative De	velopment Factors	
Policy Period	Age at 6/30/2014	Reported Loss	Paid Loss	Rptd Claim Count	Paid ALAE
1994	246	1.035	1.068	1.000	1.076
1995	234	1.046	1.084	1.000	1.102
1996	222	1.058	1.100	1.000	1.130
1997	210	1.069	1.122	1.000	1.170
1998	198	1.079	1.144	1.000	1.222
1999	186	1.090	1.170	1.000	1.283
2000	174	1.101	1.197	1.000	1.354
2001	162	1.114	1.227	1.000	1.449
2002	150	1.133	1.265	1.000	1.550
2003	138	1.152	1.304	1.000	1.663
2004	126	1.178	1.367	1.000	1.846
2005	114	1.207	1.439	1.000	2.071
2006	102	1.239	1.523	1.000	2.323
2007	90	1.276	1.630	1.000	2.612
2008	78	1.346	1.788	1.000	3.019
2009	66	1.433	2.012	1.000	3.531
2010	54	1.505	2.349	1.000	4.177
2011	42	1.580	2.913	1.000	5.589
2012	30	1.738	4.224	1.000	8.266
2013	18	1.764	9.463	1.000	18.349
2014	6	3.441	473.129	2.250	366.989

- (3) From Exhibit 12
- (4) From Exhibit 13
- (5) From Exhibit 14
- (6) From Exhibit 15



## USTIF Loss Fund Experience at 6/30/2014 Incurred Development - Loss

									IIIcu	irea Developine	iii - L055										
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)	(22)
Policy Period	Age in Months	18	30	42	54	66	78	90	102	114	126	138	150	162	174	186	198	210	222	234	246
Policy Period	•	10	30	42	34	00	70	90	102	114	126	130	150	102	174	100	190	210	222	234	240
1994	2,293,319	9,483,332	8,899,568	8,587,163	7,930,656	8,314,481	10,736,650	11,535,278	12,987,106	13,420,047	13,621,686	13,783,936	13,918,876	14,149,757	14,804,757	14,850,393	15,046,887	15,204,018	15,404,798	15,311,761	15,168,149
1995	8,613,250	16,098,768	18,298,725	19,905,459	21,046,453	24,235,853	30,196,463	33,211,371	35,802,138	37,475,351	38,358,906	40,998,671	42,354,370	44,963,740	46,000,516	45,651,955	46,508,480	47,133,584	47,680,397	48219152	
1996	8,936,404	23,368,929	25,913,942	27,625,579	30,510,919	36,563,786	40,301,207	44,222,184	48,484,299	49,507,709	52,006,708	54,189,892	55,975,467	57,184,645	57,093,706	58,371,270	59,221,410	59,852,326	59,431,459		
1997 1998	12,183,729 19,943,710	27,861,716 35,996,986	28,259,518 41,851,859	36,177,302 51,656,812	42,526,638 60,571,036	47,668,066 68,716,024	57,301,838 78,270,421	61,349,601 83,788,081	64,189,876 88,194,303	65,467,840 92,675,198	67,806,573 93,892,790	68,583,281 94,387,396	70,477,256 96,041,089	71,766,471 97,415,284	72,414,114 98,289,793	72,038,696 99,117,917	71,841,510 99,592,981	71,479,536			
1999	26,009,771	42,286,868	52,273,156	65,412,219	83.690.530	93,546,446	96,396,129	101,152,488	107,169,674	109,940,818	112,281,362	113.628.042	115,131,533	116,239,764	116,742,266	117,334,384	99,592,961				
2000	18,092,663	31,208,525	39,242,788	46,202,717	53,727,961	60,561,432	62,671,231	64,115,685	64,428,489	65,452,269	66,893,820	68,463,377	68,437,679	69,002,590	69,086,362	117,004,004					
2001	16,125,130	42,623,490	49,903,528	54,128,193	60,019,616	65,645,806	69,282,911	70,125,237	73,221,447	75,070,881	76,907,829	79.654.357	80,036,064	80,700,270	,,						
2002	27,341,744	41,824,436	43,658,109	46,933,913	51,841,755	55,112,330	56,245,550	59,407,302	61,309,632	62,084,385	63,968,298	64,338,664	64,963,215								
2003	11,730,000	24,991,591	29,680,371	30,587,380	32,048,460	32,270,718	34,380,712	36,594,209	38,197,103	39,113,273	40,066,477	41,242,269									
2004	21,620,000	40,404,425	40,479,491	48,636,015	47,958,998	47,745,263	51,467,210	54,715,996	54,065,009	54,571,481	55,730,211										
2005	13,735,000	30,634,789	29,431,767	29,602,249	32,601,798	33,741,333	35,239,796	36,736,479	38,089,226	39,403,202											
2006 2007	11,575,000 9,955,000	22,574,518 20,225,486	20,831,916 20,703,206	22,126,220 24,435,623	23,345,645 26,181,452	24,336,754 27,704,644	27,160,957 28,553,330	27,932,270 30,183,446	28,628,389												
2008	10,485,000	19,577,437	22,432,876	23,522,269	24,498,073	25,186,714	26,190,490	30,103,440													
2009	11,665,000	22,256,756	21,488,761	20,690,691	21,565,726	23,222,832	20,100,400														
2010	9,333,000	17,533,011	17,450,938	20,731,651	20,828,492																
2011	9,010,000	20,274,379	18,896,148	19,329,888																	
2012	9,061,000	15,218,932	14,790,340																		
2013	9,525,000	16,836,984																			
2014	8,025,000																				
Policy Period	6 to 18	18 to 30	30 to 42	42 to 54	54 to 66	66 to 78	78 to 90	90 to 102	102 to 114	114 to 126	126 to 138	138 to 150	150 to 162	162 to 174	174 to 186	186 to 198	198 to 210	210 to 222	222 to 234	234 to 246	
1994 1995	4.135 1.869	0.938 1.137	0.965 1.088	0.924 1.057	1.048 1.152	1.291 1.246	1.074 1.100	1.126 1.078	1.033	1.015 1.024	1.012 1.069	1.010 1.033	1.017 1.062	1.046 1.023	1.003 0.992	1.013 1.019	1.010 1.013	1.013 1.012	0.994 1.011	0.991	
1996	2.615	1.109	1.066	1.104	1.198	1.102	1.097	1.076	1.021	1.050	1.042	1.033	1.022	0.998	1.022	1.015	1.013	0.993	1.011		
1997	2.287	1.014	1.280	1.176	1.121	1.202	1.071	1.046	1.020	1.036	1.011	1.028	1.018	1.009	0.995	0.997	0.995	0.883			
1998	1.805	1.163	1.234	1.173	1.134	1.139	1.070	1.053	1.051	1.013	1.005	1.018	1.014	1.009	1.008	1.005					
1999	1.626	1.236	1.251	1.279	1.118	1.030	1.049	1.059	1.026	1.021	1.012	1.013	1.010	1.004	1.005						
2000	1.725	1.257	1.177	1.163	1.127	1.035	1.023	1.005	1.016	1.022	1.023	1.000	1.008	1.001							
2001	2.643	1.171	1.085	1.109	1.094	1.055	1.012	1.044	1.025	1.024	1.036	1.005	1.008								
2002 2003	1.530 2.131	1.044 1.188	1.075 1.031	1.105 1.048	1.063 1.007	1.021 1.065	1.056 1.064	1.032	1.013 1.024	1.030 1.024	1.006 1.029	1.010									
2003	1.869	1.002	1.201	0.986	0.996	1.078	1.063	0.988	1.009	1.021	1.028										
2005	2.230	0.961	1.006	1.101	1.035	1.044	1.042	1.037	1.034	1.021											
2006	1.950	0.923	1.062	1.055	1.042	1.116	1.028	1.025													
2007	2.032	1.024	1.180	1.071	1.058	1.031	1.057														
2008	1.867	1.146	1.049	1.041	1.028	1.040															
2009 2010	1.908 1.879	0.965 0.995	0.963 1.188	1.042 1.005	1.077																
2011	2.250	0.932	1.023	1.005																	
2012	1.680	0.972	1.020																		
2013	1.768																				
3 yr. Weighted Avg.	1.896	0.964	1.050	1.030	1.054	1.061	1.043	1.012	1.021	1.026	1.024	1.005	1.009	1.005	1.004	1.005	1.005	1.003			
3 yr. Simple Avg.	1.899	0.966	1.058	1.029	1.054	1.062	1.043	1.017	1.023	1.025	1.024	1.005	1.009	1.005	1.003	1.006	1.006	1.006			
6 yr. Weighted Avg.	1.891	1.006	1.074	1.056	1.033	1.063	1.054	1.028	1.019	1.024	1.017	1.012	1.013	1.007	1.005						
5 yr. Simple Avg.	1.897	1.002	1.081	1.043	1.048	1.062	1.051	1.025	1.021	1.024	1.021	1.009	1.012	1.004	1.005	1.010					
All yr. Simple Avg.	2.090	1.062	1.107	1.085	1.081	1.100	1.058	1.049	1.027	1.026	1.025	1.016	1.020	1.013	1.004	1.010	1.007	1.006	1.003	0.991	
All yr. Weighted Avg.	1.951	1.079	1.126	1.111	1.088	1.081	1.054	1.044	1.026	1.025	1.022	1.016	1.017	1.008	1.005	1.008	1.005	1.003	1.007	0.991	
Weighed Avg. for Period 2004+ Weighed Avg. for Period 2003+	1.945 1.962	0.989 1.011	1.091	1.038	1.033	1.062	1.050 1.053	1.012 1.019	1.020 1.021	1.021	1.029										
rreigned Avy. Ioi Fellod 2003+	1.902	1.011	1.003	1.038	1.029	1.003	1.000	1.019		1.023	1.029										
Prior Selected	6 to 18 2.000	18 to 30 1.030	30 to 42 1.100	42 to 54 1.050	54 to 66 1.043	66 to 78 1.070	78 to 90 1.055	90 to 102 1.030	102 to 114 1.026	114 to 126 1.025	126 to 138 1.021	138 to 150 1.018	150 to 162 1.017	162 to 174 1.012	174 to 186 1.012	186 to 198 1.012	198 to 210 1.012	210 to 222 1.012	222 to Ultimate* 1.058		
Selected Age-to-Age Factor Age-to-Ultimate	1.950 3.441	1.015 1.764	1.100 1.738	1.050 1.580	1.050 1.505	1.065 1.433	1.055 1.346	1.030 1.276	1.026 1.239	1.025 1.207	1.022 1.178	1.017 1.152	1.017 1.133	1.012 1.114	1.010 1.101	1.010 1.090	1.010 1.079	1.010 1.069	1.058 1.058		
Age-to-Ollinate	3.441	1.704	1.730	1.000	1.000	1.400	1.340	1.2/0	1.238	1.207	1.170	1.102	1.100	1.114	1.101	1.090	1.079	1.009	1.000		

Notes

The tail factor at age 222 was selected based on our professional judgment and a review of the indications under various curve fits (exponential and inverse power).



#### USTIF Loss Fund Experience at 6/30/2014 Paid Development - Loss

									Palu	Development - L	055										
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)	(22)
Policy Period	Age in Months 6	18	30	42	54	66	78	90	102	114	126	138	150	162	174	186	198	210	222	234	246
1994 1995 1996 1997 1998 1999 2000 2001 2002 2002 2003 2004 2005 2006 2006 2009 2009 2010 2011 2011 2011 2011 2011	26,549 80,363 378,046 815,371 669,532 995,206 1,575,064 808,910 216,354 116,449 55,434 115,754 98,943 265,928 473,928 473,6668 277,174 162,597 67,306	1,085,543 4,047,081 5,771,167 7,821,377 12,537,723 10,797,670 8,023,881 8,227,308 6,839,032 4,102,891 4,053,646 3,587,812 3,742,231 5,505,848 5,505,848 4,107,835 5,298,866 2,514,839 2,551,333	2,641,954 8,939,146 11,223,864 14,581,583 21,881,260 24,660,509 18,230,077 18,164,142 14,180,137 9,691,219 10,308,270 10,699,396 8,422,268 11,209,781 10,864,606 9,659,290 8,580,641 7,772,237 6,055,027	4,124,329 12,050,595 16,143,606 20,702,527 30,297,467 36,775,269 27,111,459 22,166,579 15,453,958 21,016,687 15,752,952 12,411,058 15,752,952 14,654,096 12,760,249 12,277,283 12,186,582	5.084,843 14,578,328 19,774,295 27,113,577 39,075,413 48,499,269 32,636,247 36,289,194 29,048,012 19,696,226 27,298,840 20,226,477 15,576,114 19,388,678 17,326,386 17,326,386 15,384,243 15,011,077	5,722,553 17,886,672 24,111,356 32,834,148 47,693,752 59,198,778 39,168,113 44,338,472 23,5829,517 23,171,871 32,681,469 23,938,556 18,619,114 21,896,733 19,897,914	7,242,469 20,515,552 27,926,570 38,065,738 55,066,893 68,146,592 51,189,506 50,928,805 41,696,455 26,550,349 7,881,242 26,988,184 20,919,129 24,325,300 21,766,022	8,316,696 23,550,880 31,771,721 44,432,922 62,331,012 75,693,025 49,990,189 55,892,131 46,908,446 29,164,849 41,514,100 29,918,925 22,887,791 25,985,907	9,155,065 26,360,529 35,130,846 48,428,705 69,316,570 82,690,689 53,605,391 60,352,288 50,194,494 31,245,190 43,927,541 32,022,978 24,402,666	9,847,402 28,623,483 38,583,345 52,335,301 74,999,311 89,372,768 66,847,394 64,535,713 52,802,330 33,050,557 45,878,239 34,085,699	10,410,633 30,913,850 41,892,003 55,708,485 80,581,783 96,370,703 59,595,706 68,038,275 55,245,722 34,739,348 47,890,506	10,843,786 33,242,746 45,282,651 59,170,730 84,007,096 100,800,313 61,370,735 70,812,422 57,080,560 36,658,575	11,300,869 35,089,831 47,738,398 61,760,924 87,261,489 103,879,099 63,055,284 72,723,966 58,869,045	11,611,420 37,835,891 49,701,088 64,112,761 90,580,043 106,636,646 64,455,072 74,867,706	13,170.559 39,490.585 50,664.881 65,930.596 91,933.051 108,943.899 65,704,827	13,536,456 40,853,101 52,232,264 67,350,780 94,098,025 110,731,278	13.869,548 42.237,336 53.345,882 68,349,730 95,570,766	14,164,610 43,319,945 54,502,593 69,178,746	14,480,115 44,173,862 55,444,200	14,717,050 44,946,066	14,869,562
2014 Policy Period	14,340 6 to 18	18 to 30	30 to 42	42 to 54	54 to 66	66 to 78	78 to 90	90 to 102	102 to 114	114 to 126	126 to 138	138 to 150	150 to 162	162 to 174	174 to 186	186 to 198	198 to 210	210 to 222	222 to 234	234 to 246	
1994 1995 1996 1997 1998 1999 2000 2001 2002 2002 2003 2004 2005 2008 2008 2009 2010 2011 2011 2012 2013	40.888 50.360 15.266 9.552 18.726 10.850 5.094 10.171 31.610 35.233 77.3126 30.995 37.823 19.853 11.618 16.485 14.820 19.864 43.151	2.434 2.209 1.945 1.864 1.746 2.284 2.272 2.08 2.073 2.362 2.543 2.982 2.251 1.975 1.975 2.089 2.406 2.408	1.561 1.348 1.438 1.420 1.384 1.491 1.407 1.493 1.563 1.595 2.039 1.472 1.474 1.409 1.323 1.568	1.233 1.210 1.225 1.310 1.290 1.319 1.272 1.339 1.310 1.275 1.299 1.284 1.255 1.228 1.182 1.204 1.223	1.125 1.213 1.219 1.219 1.211 1.221 1.221 1.200 1.222 1.233 1.176 1.197 1.184 1.195 1.129 1.148	1.266 1.160 1.158 1.158 1.155 1.155 1.151 1.154 1.149 1.164 1.146 1.153 1.127 1.127 1.124 1.111	1.148 1.148 1.138 1.167 1.132 1.111 1.106 1.097 1.125 1.098 1.102 1.109 1.094	1.101 1.119 1.106 1.090 1.112 1.092 1.072 1.072 1.080 1.070 1.071 1.058 1.070 1.066	1.076 1.086 1.098 1.081 1.082 1.081 1.060 1.069 1.052 1.058 1.054 1.064	1.057 1.080 1.086 1.084 1.074 1.074 1.078 1.054 1.054 1.051 1.046	1.042 1.075 1.081 1.062 1.043 1.046 1.030 1.041 1.033 1.055	1.042 1.056 1.054 1.044 1.039 1.031 1.027 1.027	1.027 1.078 1.041 1.038 1.038 1.027 1.022 1.022	1.134 1.044 1.019 1.028 1.015 1.022 1.019	1.028 1.035 1.031 1.022 1.024 1.016	1.025 1.034 1.021 1.015 1.016	1.021 1.026 1.026 1.022 1.012	1.022 1.020 1.017	1.016 1.017	1.010	
3 yr. Weighted Avg. 3 yr. Simple Avg. 6 yr. Weighted Avg. 5 yr. Simple Avg. All yr. Simple Avg. All yr. Weighted Avg. Weighed Avg. for Period 2004+ Weighed Avg. for Period 2003+	28.703 33.460 17.056 26.337 26.645 14.405 21.058 21.880	2.274 2.301 2.088 2.170 2.210 2.137 2.240 2.252	1.432 1.441 1.418 1.416 1.487 1.476 1.508 1.517	1.202 1.203 1.230 1.218 1.262 1.276 1.244 1.248	1.143 1.144 1.170 1.162 1.191 1.200 1.170 1.171	1.109 1.109 1.129 1.122 1.151 1.148 1.125 1.129	1.091 1.090 1.102 1.094 1.117 1.116 1.095 1.095	1.064 1.065 1.070 1.067 1.085 1.085 1.064 1.066	1.054 1.056 1.058 1.058 1.071 1.071 1.053 1.054	1.047 1.047 1.057 1.049 1.062 1.063 1.044 1.047	1.041 1.043 1.041 1.041 1.051 1.048	1.028 1.029 1.033 1.031 1.039 1.036	1.026 1.026 1.032 1.031 1.038 1.035	1.019 1.019 1.023 1.021 1.040 1.026	1.020 1.020 1.023 1.025 1.026 1.023	1.017 1.017 1.022 1.022 1.020	1.019 1.020 1.020 1.019	1.019 1.020 1.020 1.019	1.017 1.017	1.010 1.010	
Prior Selected	6 to 18 60.000	18 to 30 2.230	30 to 42 1.450	42 to 54 1.250	54 to 66 1.170	66 to 78 1.140	78 to 90 1.105	90 to 102 1.070	102 to 114 1.060	114 to 126 1.055	126 to 138 1.048	138 to 150 1.037	150 to 162 1.036	162 to 174 1.030	174 to 186 1.030	186 to 198 1.025	198 to 210 1.025	210 to 222 1.021	222 to Ultimate* 1.100		
Selected Age-to-Age Factor Age-to-Ultimate	50.000 473.129	2.240 9.463	1.450 4.224	1.240 2.913	1.168 2.349	1.125 2.012	1.097 1.788	1.070 1.630	1.058 1.523	1.053 1.439	1.048 1.367	1.031 1.304	1.031 1.265	1.025 1.227	1.023 1.197	1.022 1.170	1.020 1.144	1.020 1.122	1.100 1.100		

Notes

The tail factor at age 222 was selected based on our professional judgment and a review of the indications under various curve fits (exponential and inverse power).



#### USTIF Loss Fund Experience at 6/30/2014 Reported Claim Count Development

									R	eported Claim	Count Develo	ppment									
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)	(22)
A Policy Period	Age in Months	18	30	42	54	66	78	90	102	114	126	138	150	162	174	186	198	210	222	234	246
4004	55	170	170	170	170	170	170	170	170	170	170	170	170	170	470	170	170	170	170	170	170
1994 1995	168	389	389	389	389	389	389	389	389	389	389	389	389	389	170 389	389	389	389	389	389	170
1996	165	383	383	383	383	383	383	383	383	383	383	383	383	383	383	383	383	383	383	309	
1997	198	433	433	433	433	433	433	433	433	433	433	433	433	433	433	433	433	433	303		
1998	267	529	529	529	529	529	529	529	529	529	529	529	529	529	529	529	529	400			
1999	375	574	574	574	574	574	574	574	574	574	574	574	574	574	574	574	323				
2000	224	356	356	356	356	356	356	356	356	356	356	356	356	356	356	01-1					
2001	134	333	333	333	333	333	333	333	333	333	333	333	333	333							
2002	238	349	349	349	349	349	349	349	349	349	349	349	349								
2003	100	241	241	241	241	241	241	241	241	241	241	241									
2004	178	319	319	319	319	319	319	319	319	319	319										
2005	100	236	236	236	236	236	236	236	236	236											
2006	103	207	207	207	207	207	207	207	207												
2007	85	184	184	184	184	184	184	184													
2008	90	177	177	177	177	177	177														
2009 2010	94 80	174 156	174 156	174 156	174 156	174															
2010	75	187	187	187	100																
2011	75 89	178	178	107																	
2012	91	188	170																		
2014	79	100																			
		401.00	001.40	101.51	544.00	001.70	701.00	001.400	4001.444	4441.400	4001.400	4001.450	450 400	400 1 474	4741.400	4001.400	4001.040	0401.000	0001.004	0041.040	
Policy Period	6 to 18	18 to 30	30 to 42	42 to 54	54 to 66	66 to 78	78 to 90	90 to 102	102 to 114	114 to 126	126 to 138	138 to 150	150 to 162	162 to 174	174 to 186	186 to 198	198 to 210	210 to 222	222 to 234	234 to 246	
1994 1995	3.091 2.315	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000 1.000	1.000	
1995	2.315	1.000 1.000	1.000 1.000	1.000 1.000	1.000																
1997	2.187	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000			
1998	1.981	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000				
1999	1.531	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000					
2000	1.589	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000						
2001	2.485	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000								
2002	1.466	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000									
2003	2.410	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000										
2004	1.792	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000											
2005	2.360	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000												
2006 2007	2.010 2.165	1.000 1.000	1.000 1.000	1.000 1.000	1.000 1.000	1.000 1.000	1.000 1.000	1.000													
2007	1.967	1.000	1.000	1.000	1.000	1.000	1.000														
2009	1.851	1.000	1.000	1.000	1.000	1.000															
2010	1.950	1.000	1.000	1.000	1.000																
2011	2.493	1.000	1.000																		
2012	2.000	1.000																			
2013	2.066																				
3 yr. Weighted Avg.	2.169	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000			
3 yr. Simple Avg.	2.186	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000			
6 yr. Weighted Avg.	2.042	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000						
5 yr. Simple Avg.	2.072	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000					
All yr. Simple Avg.	2.102	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	
Weighed Avg. for Period 2004+	2.037	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000											
Weighed Avg. for Period 2003+	2.071	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000										
	6 to 18	18 to 30	30 to 42	42 to 54	54 to 66	66 to 78	78 to 90	90 to 102	102 to 114	114 to 126	126 to 138	138 to 150	150 to 162	162 to 174	174 to 186	186 to Ultimate					
Prior Selected	2.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000					
Selected Age-to-Age Factor	2.250	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	4.000					
Age-to-Ultimate	2.250	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000	1.000					



### USTIF Loss Fund Experience at 6/30/2014 Paid Development - Expense

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)	(22)
Policy Period	Age in Months	18	30	42	54	66	78	90	102	114	126	138	150	162	174	186	198	210	222	234	246
4004		07.400	77.000	444.000	000 400	040.000		0.40.007		500.070		4.054.000	4 704 400		0.444.070	0.470.070	0.040.450	0.000.404	0.000.005	0.040.000	2.244.972
1994 1995	-	27,433 40,578	77,232 86,977	111,899 134,486	200,420 165,985	216,899 257,409	240,084 305,628	248,007 337,182	322,341 387,515	503,072 513,823	841,418 559,140	1,351,828 654,134	1,731,422 797,625	1,977,574 910,077	2,144,379 1,026,703	2,173,272 1,075,096	2,212,159 1,136,960	2,220,431 1,161,275	2,230,005 1,211,556	2,243,806 1,250,614	2,244,972
	-									323,819										1,250,614	
1996 1997	-	11,995 54,402	39,431 176,759	162,846 315,193	200,709 451,955	210,893 731,022	215,730 1,383,513	231,958 1,629,688	286,209 1,694,449	1,725,066	461,196 1,840,136	656,044 2,012,079	862,517 2,133,015	1,041,758 2,280,526	1,225,521 2,418,637	1,362,265 2,517,438	1,439,164 2,614,271	1,569,935 2,683,357	1,619,779		
1998		104,336	193,899	470,205	1,162,714	1,764,606	2,044,125	2.441.676	3.126.889	3.532.562	3,875,709	4.179.944	4.431.888	4,724,240	4.945.082	5.168.911	5,300,596	2,000,001			
1999		12,007	86,954	403.140	729,973	983,522	1.487.175	2,441,076	3,120,869	3,600,118	3,991,427	4,179,944	4,669,028	4,987,671	5,278,273	5,417,258	5,500,590				
2000	150	939	117,093	298,953	571,205	1,354,247	1.862.050	2,067,526	2.354.948	2,481,623	2.648.059	2.867.994	3,017,192	3,104,229	3,157,788	3,417,236					
2001	993	148.978	312.938	494.399	638.920	824.646	1.335.042	1.559.623	1.779.356	2.019.045	2.292.089	2,469,608	2.638.453	2.849.186	3,137,700						
2002	11,730	250,054	530,452	764,930	880,062	1,027,233	1,167,726	1,359,653	1,516,322	1,724,898	1,952,331	2,162,965	2,374,248	2,010,100							
2003	61.448	360,265	600,571	709,946	886,715	965,225	1,080,816	1,171,579	1.333.505	1,499,649	1,693,604	1,947,249	2,07-1,2-10								
2004	8,494	258,111	872,659	1,268,350	1,467,004	1,699,147	1,880,551	2,055,445	2,242,522	2,452,014	2,781,284	.,,									
2005	14.481	199.050	555,531	806,211	1.101.947	1,301,221	1,473,232	1,759,834	2.014.661	2,181,099	_,,,										
2006	10,227	154,866	343,412	576,952	807,757	941,402	1,030,471	1,210,220	1,327,378	_,,											
2007	5,832	250,350	524,980	762,100	947,108	1,121,420	1,253,950	1,562,754													
2008	10,579	172,403	398,549	751,925	1,097,937	1,379,413	1,573,242														
2009	6,750	330,615	773,334	1,080,067	1,408,585	1,637,765															
2010	14,243	249,125	562,765	807,670	1,038,734																
2011	13,870	345,593	795,492	1,047,087																	
2012	4,950	331,177	640,225																		
2013	15,806	241,440																			
2014	30,738																				
Policy Period	6 to 18	18 to 30	30 to 42	42 to 54	54 to 66	66 to 78	78 to 90	90 to 102	102 to 114	114 to 126	126 to 138	138 to 150	150 to 162	162 to 174	174 to 186	186 to 198	198 to 210	210 to 222	222 to 234	234 to 246	
1994	-	2.815	1.449	1.791	1.082	1.107	1.033	1.300	1.561	1.673	1.607	1.281	1.142	1.084	1.013	1.018	1.004	1.004	1.006	1.001	
1995	-	2.143	1.546	1.234	1.551	1.187	1.103	1.149	1.326	1.088	1.170	1.219	1.141	1.128	1.047	1.058	1.021	1.043	1.032		
1996	-	3.287	4.130	1.233	1.051	1.023	1.075	1.234	1.131	1.424	1.422	1.315	1.208	1.176	1.112	1.056	1.091	1.032			
1997 1998	-	3.249 1.858	1.783 2.425	1.434 2.473	1.617 1.518	1.893 1.158	1.178 1.194	1.040 1.281	1.018 1.130	1.067 1.097	1.093 1.078	1.060 1.060	1.069 1.066	1.061 1.047	1.041 1.045	1.038 1.025	1.026				
1999	-	7.242	4.636	1.811	1.347	1.512	1.194	1.252	1.164	1.1097	1.078	1.091	1.068	1.047	1.026	1.025					
2000	6.260	124.700	2.553	1.911	2.371	1.375	1.110	1.139	1.164	1.109	1.073	1.052	1.000	1.056	1.026						
2000	150.028	2.101	1.580	1.292	1.291	1.619	1.168	1.141	1.135	1.135	1.003	1.068	1.029	1.017							
2002	21.317	2.121	1.442	1.151	1.167	1.137	1.164	1.115	1.138	1.132	1.108	1.098	1.000								
2003	5.863	1.667	1.182	1.249	1.089	1.120	1.084	1.138	1.125	1.129	1.150	1.000									
2004	30.387	3.381	1.453	1.157	1.158	1.107	1.093	1.091	1.093	1.134											
2005	13.746	2.791	1.451	1.367	1.181	1.132	1.195	1.145	1.083												
2006	15.143	2.217	1.680	1.400	1.165	1.095	1.174	1.097													
2007	42.927	2.097	1.452	1.243	1.184	1.118	1.246														
2008	16.297	2.312	1.887	1.460	1.256	1.141															
2009	48.980	2.339	1.397	1.304	1.163																
2010	17.491	2.259	1.435	1.286																	
2011	24.917	2.302	1.316																		
2012 2013	66.904 15.275	1.933																			
2013	15.275																				
3 yr. Weighted Avg.	26.518	2.158	1.377	1.343	1.198	1.121	1.206	1.111	1.097	1.132	1.108	1.071	1.060	1.044	1.037	1.034	1.043	1.022			
3 yr. Simple Avg.	35.699	2.165	1.383	1.350	1.201	1.118	1.205	1.111	1.100	1.132	1.112	1.073	1.059	1.041	1.037	1.040	1.046	1.026			
6 yr. Weighted Avg.	25.233	2.201	1.479	1.338	1.183	1.119	1.156	1.120	1.099	1.115	1.088	1.072	1.070	1.059	1.040						
5 yr. Simple Avg.	34.713	2.229	1.497	1.339	1.190	1.118	1.158	1.117	1.115	1.120	1.098	1.074	1.062	1.072	1.054	1.039					
All yr. Simple Avg.	33.967	9.096	1.933	1.458	1.324	1.248	1.177	1.163	1.163	1.187	1.186	1.138	1.100	1.082	1.047	1.039	1.036	1.026	1.019	1.001	
All yr. Weighted Avg.	19.736	2.328	1.556	1.387	1.291	1.241	1.200	1.158	1.119	1.126	1.120	1.098	1.079	1.062	1.040	1.033	1.031	1.022	1.015	1.001	
Weighed Avg. for Period 2004+	24.068	2.386	1.471	1.300	1.183	1.119	1.169	1.111	1.088	1.134											
Weighed Avg. for Period 2003+	17.357	2.288	1.439	1.295	1.172	1.119	1.155	1.116	1.097	1.132	1.150										
	0 4- 40	40.4- 20	20.4- 40	40 4- 54	F4 t- 00	CC 4- 70	70 - 00	00 +- 400	400 to 444	4444-400	400 to 400	400 +- 450	450 to 400	400 to 474	474 - 400	400 to 400	400 1- 040	040 +- 000	200 to 1 185		
Prior Selected ATA	6 to 18 20.000	18 to 30 2.350	30 to 42 1.550	42 to 54 1.360	54 to 66 1.190	66 to 78 1.150	78 to 90 1.150	90 to 102 1.140	102 to 114 1.130	114 to 126 1.130	126 to 138 1.100	138 to 150 1.080	150 to 162 1.070	162 to 174 1.070	174 to 186 1.060	186 to 198 1.050	198 to 210 1.050	210 to 222 1.030	222 to Ultimate* 1.110		
FIIOI Selected ATA	20.000	2.300	1.000	1.300	1.190	1.150	1.100	1.140	1.130	1.130	1.100	1.000	1.070	1.070	1.000	1.000	1.000	1.030	1.110		
Selected Age-to-Age Factor	20.000	2.220	1.479	1.338	1.183	1.170	1.156	1.124	1.122	1.122	1.110	1.073	1.070	1.070	1.055	1.05	1.045	1.035	1.130		
Age-to-Ultimate	366.989	18.349	8.266	5.589	4.177	3.531	3.019	2.612	2.323	2.071	1.846	1.663	1.550	1.449	1.354	1.283	1.222	1.170	1.130		

Notes

The tail factor at age 222 was selected based on our professional judgment and a review of the indications under various curve fits (exponential and inverse power).



#### USTIF Loss Fund Experience at 6/30/2014 Closed Claim Counts

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)	(22)
Policy Period	Age in Months 6	18	30	42	54	66	78	90	102	114	126	138	150	162	174	186	198	210	222	234	246
1994 1995 1995 1996 1997 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2012 2013	10 41 24 16 12 32 22 10 16 10 9 6 12 13 14 6 9 6	118 117 212 130 165 218 163 147 38 63 147 70 55 71 68 66 51 47 60 76 60 76 82	133 213 2201 242 281 295 147 62 143 98 122 112 106 95 87 76 85 97	123 256 234 254 254 315 275 156 105 183 113 147 133 117 106 95 94 94	134 272 242 278 321 284 176 131 196 132 173 142 133 115 100 103	141 275 280 277 331 300 204 145 213 144 187 154 143 119 119	142 271 262 281 339 218 160 243 156 202 158 151 130 127	148 275 263 288 362 370 228 184 251 160 213 165 157 134	102 146 277 266 311 371 381 250 191 255 170 226 176 166	114 145 281 273 320 391 403 259 200 259 175 237 185	126 148 295 277 332 405 416 267 213 264 183 251	138 150 295 289 342 418 427 274 221 274 193	150 154 297 351 430 437 281 239 290	155 315 301 357 436 449 287 250	174 158 318 312 364 447 472 299	160 328 314 371 455 487	198 161 335 321 379 469	210 161 337 326 391	160 342 332	294 162 347	164



#### USTIF Loss Fund Experience at 6/30/2014 Open Claims

									•	pen olaiina											
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)	(22)
Policy Period	Age in Months 6	18	30	42	54	66	78	90	102	114	126	138	150	162	174	186	198	210	222	234	246
1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2011	45 127 141 182 255 343 202 124 222 90 169 94 91 72 76 88 71	53 177 253 268 311 411 209 295 286 180 249 181 136 116 111 123 109 127	37 176 182 191 248 279 209 271 206 143 197 124 101 89 90 98 71 90 73	47 133 149 179 214 299 200 228 166 128 172 103 90 78 82 80 62 75	36 117 141 155 208 290 180 202 153 109 146 94 74 69 69 69 64 53	29 114 123 156 198 274 152 188 136 97 132 82 64 60 58 55	28 118 121 152 183 235 173 106 85 117 78 56 54 50	22 114 120 145 167 204 128 149 98 81 106 71 50	24 112 117 122 158 193 106 142 94 71 93 60 41	25 108 110 113 138 171 133 90 66 82 51	22 94 106 101 124 158 89 120 85 58 68	20 94 94 91 111 147 82 112 75 48	16 85 86 82 99 137 75 94 59	15 74 82 76 93 125 69 83	12 71 71 69 82 102 57	10 61 69 62 74 87	9 54 62 54 60	9 52 57 42	10 47 51	8 42	6
2013 2014	76 63	106																			



#### USTIF Loss Fund Experience at 6/30/2014 Ratios of Paid to Incurred Loss

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)	(22)
Policy Period	Age in Months	18	30	42	54	66	78	90	102	114	126	138	150	162	174	186	198	210	222	234	246
1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014	0.012 0.009 0.042 0.067 0.034 0.038 0.087 0.050 0.008 0.010 0.003 0.008 0.009 0.029 0.045 0.025 0.030 0.018	0.114 0.251 0.247 0.281 0.348 0.255 0.193 0.164 0.100 0.117 0.166 0.281 0.291 0.202 0.234 0.152	0.297 0.489 0.433 0.516 0.523 0.472 0.465 0.325 0.327 0.255 0.364 0.404 0.454 0.454 0.450 0.492 0.411	0.480 0.605 0.584 0.572 0.587 0.562 0.555 0.501 0.472 0.505 0.432 0.532 0.661 0.643 0.633 0.618	0.641 0.693 0.648 0.638 0.645 0.579 0.607 0.605 0.559 0.620 0.620 0.667 0.741 0.707 0.713	0.688 0.730 0.659 0.689 0.694 0.633 0.647 0.675 0.1650 0.718 0.709 0.765 0.790 0.795	0.675 0.679 0.693 0.664 0.704 0.707 0.721 0.735 0.741 0.772 0.732 0.766 0.770 0.852 0.831	0.721 0.709 0.718 0.724 0.744 0.748 0.780 0.797 0.799 0.799 0.814 0.819	0.705 0.736 0.725 0.754 0.786 0.782 0.832 0.824 0.819 0.818 0.812 0.841	0.734 0.764 0.779 0.799 0.809 0.813 0.869 0.860 0.850 0.855 0.845 0.845	0.764 0.806 0.806 0.802 0.858 0.858 0.859 0.864 0.867 0.867	0.787 0.811 0.836 0.863 0.890 0.887 0.896 0.889 0.889	0.812 0.828 0.853 0.876 0.909 0.902 0.902 0.902 0.909	0.821 0.841 0.869 0.893 0.930 0.917 0.934	0.890 0.858 0.887 0.910 0.935 0.933 0.951	0.912 0.895 0.895 0.935 0.935 0.949 0.944	0.922 0.908 0.901 0.951 0.960	0.932 0.919 0.911 0.968	0.940 0.926 0.933	0.961 0.932	0.980

Note - Loss data equals ratio of data in Exhibit 13 to data in Exhibit 12.



#### USTIF Loss Fund Experience at 6/30/2014 Ratios of Closed to Reported Claims

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)	(22)
Policy Period	Age in Months	18	30	42	54	66	78	90	102	114	126	138	150	162	174	186	198	210	222	234	246
Policy Period	0	10	30	42	34	00	70	90	102	114	120	130	150	102	174	100	190	210	222	234	240
1994	0.182	0.688	0.782	0.724	0.788	0.829	0.835	0.871	0.859	0.853	0.871	0.882	0.906	0.912	0.929	0.941	0.947	0.947	0.941	0.953	0.965
1995	0.244	0.545	0.548	0.658	0.699	0.707	0.697	0.707	0.712	0.722	0.758	0.758	0.781	0.810	0.817	0.843	0.861	0.866	0.879	0.892	
1996	0.145	0.339	0.525	0.611	0.632	0.679	0.684	0.687	0.695	0.713	0.723	0.755	0.775	0.786	0.815	0.820	0.838	0.851	0.867		
1997	0.081	0.381	0.559	0.587	0.642	0.640	0.649	0.665	0.718	0.739	0.767	0.790	0.811	0.824	0.841	0.857	0.875	0.903			
1998	0.045	0.412	0.531	0.595	0.607	0.626	0.654	0.684	0.701	0.739	0.766	0.790	0.813	0.824	0.845	0.860	0.887				
1999	0.085	0.284	0.514	0.479	0.495	0.523	0.591	0.645	0.664	0.702	0.725	0.744	0.761	0.782	0.822	0.848					
2000	0.098	0.413	0.413	0.438	0.494	0.573	0.612	0.640	0.702	0.728	0.750	0.770	0.789	0.806	0.840						
2001	0.075	0.114	0.186	0.315	0.393	0.435	0.480	0.553	0.574	0.601	0.640	0.664	0.718	0.751							
2002	0.067	0.181	0.410	0.524	0.562	0.610	0.696	0.719	0.731	0.742	0.756	0.785	0.831								
2003	0.100	0.253	0.407	0.469	0.548	0.598	0.647	0.664	0.705	0.726	0.759	0.801									
2004	0.051	0.219	0.382	0.461	0.542	0.586	0.633	0.668	0.708	0.743	0.787										
2005	0.060	0.233	0.475	0.564	0.602	0.653	0.669	0.699	0.746	0.784											
2006	0.117	0.343	0.512	0.565	0.643	0.691	0.729	0.758	0.802												
2007	0.153	0.370	0.516	0.576	0.625	0.674	0.707	0.728													
2008	0.156	0.373	0.492	0.537	0.610	0.672	0.718														
2009	0.064	0.293	0.437	0.540	0.632	0.684															
2010	0.113	0.301	0.545	0.603	0.660																
2011	0.080	0.321	0.519	0.599																	
2012	0.202	0.427	0.590																		
2013	0.165	0.436																			
2014	0.203																				

Note - Loss data equals ratio of data in Exhibit 16 to data in Exhibit 14.



### USTIF Loss Fund Experience at 6/30/2014 Average Incurred Loss per Reported Claim

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)	(22)
Policy Period	Age in Months	18	30	42	54	66	78	90	102	114	126	138	150	162	174	186	198	210	222	234	246
Policy Period	0	10	30	42	54	66	70	90	102	114	126	130	150	102	174	100	130	210	222	234	240
1994	41,697	55,784	52,350	50,513	46,651	48,909	63,157	67,855	76,395	78,941	80,128	81,082	81,876	83,234	87,087	87,355	88,511	89,435	90,616	90,069	89,224
1995	51,269	41,385	47,040	51,171	54,104	62,303	77,626	85,376	92,036	96,338	98,609	105,395	108,880	115,588	118,253	117,357	119,559	121,166	122,572	123,957	
1996	54,160	61,015	67,660	72,129	79,663	95,467	105,225	115,463	126,591	129,263	135,788	141,488	146,150	149,307	149,070	152,405	154,625	156,272	155,174		
1997	61,534	64,346	65,264	83,550	98,214	110,088	132,337	141,685	148,245	151,196	156,597	158,391	162,765	165,742	167,238	166,371	165,916	165,080			
1998	74,696	68,047	79,115	97,650	114,501	129,898	147,959	158,390	166,719	175,189	177,491	178,426	181,552	184,150	185,803	187,368	188,267				
1999	69,359	73,671	91,068	113,959	145,802	162,973	167,938	176,224	186,707	191,535	195,612	197,958	200,578	202,508	203,384	204,415					
2000	80,771	87,664	110,233	129,783	150,921	170,116	176,043	180,100	180,979	183,855	187,904	192,313	192,241	193,828	194,063						
2001	120,337	127,998	149,860	162,547	180,239	197,135	208,057	210,586	219,884	225,438	230,954	239,202	240,349	242,343							
2002	114,881	119,841	125,095	134,481	148,544	157,915	161,162	170,221	175,672	177,892	183,290	184,351	186,141								
2003	117,300	103,700	123,155	126,919	132,981	133,903	142,659	151,843	158,494	162,296	166,251	171,130									
2004	121,461	126,660	126,895	152,464	150,342	149,672	161,339	171,523	169,483	171,070	174,703										
2005	137,350	129,808	124,711	125,433	138,143	142,972	149,321	155,663	161,395	166,963											
2006	112,379	109,056	100,637	106,890	112,781	117,569	131,212	134,939	138,301												
2007	117,118	109,921	112,517	132,802	142,291	150,569	155,181	164,040													
2008	116,500	110,607	126,739	132,894	138,407	142,298	147,969														
2009	124,096	127,912	123,499	118,912	123,941	133,465															
2010	116,663	112,391	111,865	132,895	133,516																
2011	120,133	108,419	101,049	103,368																	
2012	101,809	85,500	83,092																		
2013	104,670	89,558																			
2014	101,582																				

Note - Loss data equals ratio of data in Exhibit 12 to data in Exhibit 14.



### USTIF Loss Fund Experience at 6/30/2014 Average Paid Loss per Closed Claim

Age in Months Policy Period 6 18 30 42 54 66 78 90 102 114 126 138 150 162 174 186 198 210 222	<b>234 246</b> 90,846 90,668
Policy Period 6 18 30 42 54 66 78 90 102 114 126 138 150 162 174 186 198 210 222	
	90,846 90,668
1994 2,655 9,278 19,864 33,531 37,947 40,585 51,003 56,194 62,706 67,913 70,342 72,292 73,382 74,912 83,358 84,603 86,146 87,979 90,501	
1995 1,960 19,090 41,968 47,073 53,597 64,315 75,703 85,640 95,164 101,863 104,793 112,687 115,427 120,114 124,184 124,552 126,082 128,546 129,163	129,528
1996 15,752 44,394 55,840 68,990 81,712 92,736 106,590 120,805 132,071 141,331 151,235 156,687 160,735 165,120 162,387 166,345 166,187 167,186 167,001	
1997 50,961 47,402 60,254 81,506 97,531 118,535 135,465 154,281 155,719 163,548 167,797 173,014 175,957 179,588 181,128 181,538 180,342 176,928	
1998 55,794 57,512 77,905 96,182 121,730 144,090 159,153 172,185 186,837 191,814 198,967 200,974 202,934 207,752 205,667 206,809 203,776	
1999 31,100 66,243 83,595 133,728 170,737 197,329 201,022 204,576 217,036 221,769 231,660 236,066 237,710 237,498 230,813 227,374	
2000 71,594 54,584 124,014 164,460 185,433 192,001 207,291 219,255 214,422 219,488 223,205 223,981 224,396 224,582 219,749	
2001 80,891 216,508 292,970 258,204 277,017 305,783 318,305 303,762 315,981 322,679 319,429 320,418 304,284 299,471	
2002 13,522 108,556 99,162 121,129 148,204 168,214 171,590 186,886 196,841 203,870 209,264 208,323 202,997	
2003 11,645 67,261 98,890 136,761 149,214 160,916 170,195 182,280 183,795 188,860 189,833 189,941	
2004 6,159 57,909 84,494 142,971 157,797 174,767 186,541 194,902 194,370 193,579 190,799	
2005 19,292 65,233 95,530 118,443 142,440 155,445 170,811 181,327 181,949 184,247	
2006 8,245 52,709 79,455 106,077 117,114 130,204 138,537 145,782 147,004	
2007 21,994 83,478 117,998 148,993 168,597 176,587 187,118 193,925	
2008 33,851 83,422 124,881 154,254 160,430 167,209 171,386	
2009 49,445 95,891 127,096 135,960 139,857 149,198	
2010 30,797 87,401 100,949 130,609 145,739	
2011 27,100 53,831 80,126 108,809	
2012 3,739 33,090 57,667	
2013 3,942 31,114	
2014 896	

Note - Loss data equals ratio of data in Exhibit 13 to data in Exhibit 16.



#### USTIF Loss Fund Experience at 6/30/2014 Average Case Outstanding Loss

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)	(22)
Policy Period	Age in Month 6	s 18	30	42	54	66	78	90	102	114	126	138	150	162	174	186	198	210	222	234	246
1994 1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014	50,373 67,188 60,698 62,464 75,585 72,929 81,770 123,518 122,186 129,039 127,601 144,886 126,111 134,293 131,725 129,186 127,547 128,223 126,672 124,551 127,153	158,449 68,089 69,556 74,777 75,432 76,616 110,931 116,597 122,327 116,048 145,987 149,431 138,472 125,422 125,422 125,422 125,422 125,423 134,209 123,167 134,209 124,550 134,770	169,125 53,179 80,715 71,612 80,486 98,496 117,120 100,539 117,120 143,097 139,784 153,153 151,068 122,688 128,536 128	94,954 59,059 77,060 86,451 99,810 99,810 99,876 102,735 118,492 149,201 118,230 160,577 134,459 107,946 108,841 136,361 95,244	79,050 55,283 76,146 99,439 103,344 117,176 117,477 113,323 141,508 131,652 104,946 103,937 96,586 109,763	89,377 57,449 101,239 95,089 106,173 125,356 140,746 113,337 141,785 93,803 114,120 119,546 89,389 91,186 99,423	124,792 82,042 102,275 126,575 120,211 126,679 106,093 137,252 105,790 105,790 111,461 78,297 88,489	146,299 84,741 103,754 116,667 128,485 124,801 110,355 95,524 127,539 91,729 124,546 96,022 100,890 83,951	159,668 84,300 114,132 129,190 119,479 126,834 102,105 90,628 118,246 97,914 109,005 101,104 103,066	142,906 81,962 99,312 116,217 128,086 120,281 88,710 79,212 103,134 91,859 106,015 104,265	145,957 79,203 95,422 119,783 107,347 107,347 108,201 73,913 102,619 91,847 115,290	147,008 82,510 94,758 103,435 93,516 85,3516 86,496 78,946 96,775 95,494	163,625 85,465 95,780 106,297 88,683 82,135 71,765 77,788 103,291	169,222 96,322 91,283 100,707 73,497 76,825 65,906 70,272	136,183 91,689 90,547 93,964 77,521 76,455 59,325	131,394 78,670 88,971 75,612 67,836 75,898	130,815 79,095 94,767 64,663 67,037	115,490 73,339 93,855 54,781	92,468 74,607 78,182	74,339 77,931	49,765

Note - The above values can be calculated according to the following formula: (Exhibit 12 - Exhibit 13) / (Exhibit 14 - Exhibit 16)



### USTIF Loss Fund Experience at 6/30/2014 Ratios of Paid ALAE to Paid Loss

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)	(22)
Policy Period	Age in Months	18	30	42	54	66	78	90	102	114	126	138	150	162	174	186	198	210	222	234	246
1 oney 1 criou	·		00	72	04	00	70	30	102		120	100	100	102		100	100	2.0		204	240
1994	0.000	0.025	0.029	0.027	0.039	0.038	0.033	0.030	0.035	0.051	0.081	0.125	0.153	0.170	0.163	0.161	0.159	0.157	0.154	0.152	0.151
1995	0.000	0.010	0.010	0.011	0.011	0.015	0.015	0.014	0.015	0.018	0.018	0.020	0.023	0.024	0.026	0.026	0.027	0.027	0.027	0.028	
1996	0.000	0.002	0.004	0.010	0.010	0.009	0.008	0.007	0.008	0.008	0.011	0.014	0.018	0.021	0.024	0.026	0.027	0.029	0.029		
1997	0.000	0.007	0.012	0.015	0.017	0.022	0.036	0.037	0.035	0.033	0.033	0.034	0.035	0.036	0.037	0.037	0.038	0.039			
1998	0.000	0.008	0.009	0.016	0.030	0.037	0.037	0.039	0.045	0.047	0.048	0.050	0.051	0.052	0.054	0.055	0.055				
1999	0.000	0.001	0.004	0.011	0.015	0.017	0.022	0.033	0.037	0.040	0.041	0.042	0.045	0.047	0.048	0.049					
2000	0.000	0.000	0.006	0.012	0.018	0.035	0.041	0.041	0.044	0.044	0.044	0.047	0.048	0.048	0.048						
2001	0.001	0.018	0.017	0.018	0.018	0.019	0.026	0.028	0.029	0.031	0.034	0.035	0.036	0.038							
2002	0.054	0.037	0.037	0.035	0.030	0.029	0.028	0.029	0.030	0.033	0.035	0.038	0.040								
2003	0.528	0.088	0.062	0.046	0.045	0.042	0.041	0.040	0.043	0.045	0.049	0.053									
2004	0.153	0.064	0.085	0.060	0.054	0.052	0.050	0.050	0.051	0.053	0.058										
2005	0.125	0.055	0.052	0.051	0.054	0.054	0.055	0.059	0.063	0.064											
2006	0.103	0.041	0.041	0.046	0.052	0.051	0.049	0.053	0.054												
2007	0.020	0.044	0.047	0.048	0.049	0.051	0.052	0.060													
2008	0.022	0.031	0.037	0.051	0.063	0.069	0.072														
2009	0.023	0.068	0.080	0.085	0.092	0.092															
2010	0.051	0.061	0.066	0.066	0.069																
2011	0.085	0.107	0.102	0.086																	
2012	0.074	0.132	0.106																		
2013	0.267	0.095	2.100																		
2014	2.144	0.000																			
2014	2.144																				

Note - Loss data equals ratio of data in Exhibit 15 to data in Exhibit 13.



### USTIF Loss Fund Experience at 6/30/2014 Average Paid ALAE per Reported Claim

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)	(20)	(21)	(22)
Policy Period	Age in Months	s 18	30	42	54	66	78	90	102	114	126	138	150	162	174	186	198	210	222	234	246
Policy Period	•	10	30	42	54	00	70	90	102	114	120	130	150	102	174	100	190	210	222	234	240
1994	-	161	454	658	1,179	1,276	1,412	1,459	1,896	2,959	4,950	7,952	10,185	11,633	12,614	12,784	13,013	13,061	13,118	13,199	13,206
1995	-	104	224	346	427	662	786	867	996	1,321	1,437	1,682	2,050	2,340	2,639	2,764	2,923	2,985	3,115	3,215	
1996	-	31	103	425	524	551	563	606	747	845	1,204	1,713	2,252	2,720	3,200	3,557	3,758	4,099	4,229		
1997	-	126	408	728	1,044	1,688	3,195	3,764	3,913	3,984	4,250	4,647	4,926	5,267	5,586	5,814	6,038	6,197			
1998	-	197	367	889	2,198	3,336	3,864	4,616	5,911	6,678	7,326	7,902	8,378	8,931	9,348	9,771	10,020				
1999	-	21	151	702	1,272	1,713	2,591	4,301	5,386	6,272	6,954	7,458	8,134	8,689	9,196	9,438					
2000	1	3	329	840	1,605	3,804	5,230	5,808	6,615	6,971	7,438	8,056	8,475	8,720	8,870						
2001	7	447	940	1,485	1,919	2,476	4,009	4,684	5,343	6,063	6,883	7,416	7,923	8,556							
2002	49	716	1,520	2,192	2,522	2,943	3,346	3,896	4,345	4,942	5,594	6,198	6,803								
2003	614	1,495	2,492	2,946	3,679	4,005	4,485	4,861	5,533	6,223	7,027	8,080									
2004	48	809	2,736	3,976	4,599	5,326	5,895	6,443	7,030	7,687	8,719										
2005	145	843	2,354	3,416	4,669	5,514	6,243	7,457	8,537	9,242											
2006	99	748	1,659	2,787	3,902	4,548	4,978	5,846	6,412												
2007	69	1,361	2,853	4,142	5,147	6,095	6,815	8,493													
2008	118	974	2,252	4,248	6,203	7,793	8,888														
2009	72	1,900	4,444	6,207	8,095	9,412															
2010	178	1,597	3,607	5,177	6,659																
2011	185	1,848	4,254	5,599																	
2012	56	1,861	3,597																		
2013	174	1,284																			
2014	389																				

Note - Loss data equals ratio of data in Exhibit 15 to data in Exhibit 14.



### USTIF Loss Fund Experience at 6/30/2014 Data Summary - Loss Summary

(1)	(2)	(3)	(4)	(5)
1		Loss		ALAE
Policy Period	Paid	Case Reserve	Case Incurred	Paid
1994	14,869,562	298,587	15,168,149	2,244,972
1995	44,946,066	3,273,086	48,219,152	1,250,614
1996	55,444,200	3,987,259	59,431,459	1,619,779
1997	69,178,746	2,300,790	71,479,536	2,683,357
1998	95,570,766	4,022,215	99,592,981	5,300,596
1999	110,731,278	6,603,106	117,334,384	5,417,258
2000	65,704,827	3,381,535	69,086,362	3,157,788
2001	74,867,706	5,832,564	80,700,270	2,849,186
2002	58,869,045	6,094,170	64,963,215	2,374,248
2003	36,658,575	4,583,694	41,242,269	1,947,249
2004	47,890,506	7,839,705	55,730,211	2,781,284
2005	34,085,699	5,317,503	39,403,202	2,181,099
2006	24,402,666	4,225,723	28,628,389	1,327,378
2007	25,985,907	4,197,539	30,183,446	1,562,754
2008	21,766,022	4,424,468	26,190,490	1,573,242
2009	17,754,547	5,468,285	23,222,832	1,637,765
2010	15,011,077	5,817,415	20,828,492	1,038,734
2011	12,186,582	7,143,306	19,329,888	1,047,087
2012	6,055,027	8,735,313	14,790,340	640,225
2013	2,551,333	14,285,651	16,836,984	241,440
2014	14,340	8,010,660	8,025,000	30,738
Total	834,544,477	115,842,574	950,387,051	42,906,793

<sup>(2)</sup> Based on client data.

<sup>(3)</sup> Based on client data.

<sup>(4) = (2) + (3)</sup> 

<sup>(5)</sup> Based on client data.



## USTIF Loss Fund Experience at 6/30/2014 Data Summary - Number of Open Claims at Prior Valuations

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
İ				Nun	nber of Open Claims a	s of:			
Policy Period	6/30/2006	6/30/2007	6/30/2008	6/30/2009	6/30/2010	6/30/2011	6/30/2012	6/30/2013	6/30/2014
1994	16	15	12	10	9	9	10	8	6
1995	94	85	74	71	61	54	52	47	42
1996	106	94	86	82	71	69	62	57	51
1997	113	101	91	82	76	69	62	54	42
1998	158	138	124	111	99	93	82	74	60
1999	204	193	171	158	147	137	125	102	87
2000	138	128	106	97	89	82	75	69	57
2001	188	173	149	142	133	120	112	94	83
2002	153	136	106	98	94	90	85	75	59
2003	128	109	97	85	81	71	66	58	48
2004	197	172	146	132	117	106	93	82	68
2005	181	124	103	94	82	78	71	60	51
2006	91	136	101	90	74	64	56	50	41
2007	n/a	72	116	89	78	69	60	54	50
2008	n/a	n/a	76	111	90	82	69	58	50
2009	n/a	n/a	n/a	88	123	98	80	64	55
2010	n/a	n/a	n/a	n/a	71	109	71	62	53
2011	n/a	n/a	n/a	n/a	n/a	69	127	90	75
2012	n/a	n/a	n/a	n/a	n/a	n/a	71	102	73
2013	n/a	n/a	n/a	n/a	n/a	n/a	n/a	76	106
2014	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	63
Total	1,767	1,676	1,558	1,540	1,495	1,469	1,429	1,336	1,220

(2) - (8) From Exhibit 17.



### USTIF Loss Fund Experience at 6/30/2014 Data Summary - Claim Counts

(1) (2) (3)

Policy Period	<b>Closed Claim Counts</b>	Open Claim Counts	Reported Claim Counts
1994	164	6	170
1995	347	42	389
1996	332	51	383
1997	391	42	433
1998	469	60	529
1999	487	87	574
2000	299	57	356
2001	250	83	333
2002	290	59	349
2003	193	48	241
2004	251	68	319
2005	185	51	236
2006	166	41	207
2007	134	50	184
2008	127	50	177
2009	119	55	174
2010	103	53	156
2011	112	75	187
2012	105	73	178
2013	82	106	188
2014	16	63	79
Total	4,622	1,220	5,842

<sup>(2)</sup> Based on client data.

<sup>(3)</sup> Based on client data.

<sup>(4) = (2) + (3)</sup> 



#### USTIF Loss Fund Experience at 6/30/2014 Data Summary - Fixed Price Contracts Through Close

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)	(19)
	1						Year	Entered In	to Since Po	olicy Year In	ception						1	
Policy Period	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Total
1998	n/a	n/a	n/a	n/a	n/a	n/a	0	1	1	6	2	6	3	1	3	0	2	25
1999	n/a	n/a	n/a	n/a	n/a	0	0	3	9	6	4	5	2	2	5	0		36
2000	n/a	n/a	n/a	n/a	1	1	3	1	3	1	2	0	2	2	0			16
2001	n/a	n/a	n/a	0	0	2	2	2	3	5	3	2	2	1				22
2002	n/a	n/a	0	2	0	1	3	3	0	2	3	1	2					17
2003	n/a	0	1	6	0	1	4	0	2	0	0	1						15
2004	0	2	3	3	4	1	3	0	1	0	2							19
2005	0	3	3	7	4	5	3	4	0	0								29
2006	0	2	5	3	4	1	1	0	0									16
2007	0	3	4	1	1	3	2	1										15
2008	0	1	1	2	6	1	4											15
2009	0	1	3	1	3	2												10
2010	0	3	1	5	1													10
2011	0	1	5	1														7
2012	0	0	0															0
2013	0	0																0
2014	0																	
																Total	- All Years	252

<sup>(2)</sup> through (18) Incremental counts based on client data.

(19) Sum of (2) through (18).

Note: Values on last diagonal represent 6 months of data.



# USTIF Loss Fund Experience at 6/30/2014 Post Remedial Care Costs Associated with Environmental Covenants Summary by Policy Period

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)
1		Claim Counts			Paid PRCP		PF	RCP Case Reser	ves		Incurred PRCP	1
Policy Period	Open	Closed	Total	Open	Closed	Total	Open	Closed	Total	Open	Closed	Total
1994	0	1	1	0	1,032	1,032	0	10,331	10,331	0	11,363	11,363
1995	1	3	4	0	111	111	22,500	15,439	37,939	22,500	15,550	38,050
1996	2	0	2	15,143	0	15,143	409,857	0	409,857	425,000	0	425,000
1997	0	2	2	0	27,724	27,724	0	13,531	13,531	0	41,255	41,255
1998	0	4	4	0	2,359	2,359	0	75,468	75,468	0	77,827	77,827
1999	2	12	14	0	5,550	5,550	14,706	135,340	150,046	14,706	140,890	155,596
2000	1	2	3	0	0	0	9,750	25,000	34,750	9,750	25,000	34,750
2001	3	12	15	6,417	8,712	15,130	34,102	282,473	316,575	40,519	291,185	331,704
2002	0	4	4	0	3,216	3,216	0	62,079	62,079	0	65,296	65,296
2003	0	1	1	0	0	0	0	2,560	2,560	0	2,560	2,560
2004	1	4	5	2,557	2,090	4,647	11,993	37,589	49,582	14,550	39,679	54,229
2005	1	4	5	13,387	1,210	14,597	56,613	36,040	92,653	70,000	37,250	107,250
2006	1	2	3	0	258	258	21,500	11,152	32,652	21,500	11,410	32,910
2007	1	1	2	0	0	0	1,800	14,875	16,675	1,800	14,875	16,675
2008 - 2014	0	1	1	0	0	0	0	3,750	3,750	0	3,750	3,750
Total	13	53	66	37,505	52,261	89,766	582,821	725,626	1,308,447	620,326	777,887	1,398,213
Control	13 -	53 -	66 -	37,505 -	52,261 -	89,766 -	582,821 -	725,626 -	1,308,447 -	620,326	777,887 -	1,398,213 -

<sup>(2)</sup> through (13) Based on client data



# USTIF Loss Fund Experience at 6/30/2014 Post Remedial Care (PRC) Costs Associated with Environmental Covenants Summary by PRC Year

(1) (2)	(3)	(4)
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PRC Year	Paid	Case Reserves	Incurred
Not Available	0	24,858	24,858
2005	0	0	0
2006	4,751	55,249	60,000
2007	0	0	0
2008	3,225	25,074	28,299
2009	1,902	7,548	9,450
2010	2,026	31,424	33,450
2011	21,093	156,100	177,193
2012	45,901	482,935	528,837
2013	9,883	333,369	343,252
2014	985	191,890	192,875
Total	89,766	1,308,447	1,398,213
Control	89,766	1,308,447	1,398,213

<sup>(1)</sup> Based on the PRC agreement date

<sup>(2)</sup> through (4) Based on client data



# **Appendix**



# Loss and Expense Projections Incurred by Fiscal Year

(1) (2) (3) (4) (5)

Fiscal Year	Total Revenue	Estimated Total Annual Cost	Underwriting Income	Cumulative Underwriting Income
7/1/14 - 6/30/15	280,000	306,125	(26,125)	(26,125)
7/1/15 - 6/30/16	280,000	314,658	(34,658)	(60,783)
7/1/16 - 6/30/17	280,000	323,438	(43,438)	(104,221)
7/1/17 - 6/30/18	280,000	332,476	(52,476)	(156,697)
7/1/18 - 6/30/19	280,000	341,777	(61,777)	(218,473)
7/1/19 - 6/30/20	280,000	351,350	(71,350)	(289,823)
7/1/20 - 6/30/21	280,000	361,203	(81,203)	(371,026)
7/1/21 - 6/30/22	280,000	371,346	(91,346)	(462,373)
7/1/22 - 6/30/23	280,000	381,787	(101,787)	(564,160)
7/1/23 - 6/30/24	280,000	392,535	(112,535)	(676,695)
Total	2,800,000	3,476,695	(676,695)	

<sup>(2)</sup> From Appendix Exhibit 3 with a 0% trend going forward.

<sup>(3)</sup> From Appendix Exhibit 2.

<sup>(4)</sup> Equals (2) - (3).

<sup>(5)</sup> From (4).



# Loss and Expense Projections Incurred by Fiscal Year

	(1)	(2)	(3)	(4)	(5)	(6)	(7
--	-----	-----	-----	-----	-----	-----	----

<u>Fiscal Year</u>	Tanks-Installed	Loss Rate	Estimated Annual ALAE	Estimated Annual Loss and ALAE	Estimated ULAE	Estimated Total Annual Cost
7/1/14 - 6/30/15	225	1,100	37,125	284,625	21,500	306,125
7/1/15 - 6/30/16	225	1,128	38,610	292,298	22,360	314,658
7/1/16 - 6/30/17	225	1,156	40,154	300,184	23,254	323,438
7/1/17 - 6/30/18	225	1,185	41,761	308,291	24,185	332,476
7/1/18 - 6/30/19	225	1,214	43,431	316,625	25,152	341,777
7/1/19 - 6/30/20	225	1,245	45,168	325,192	26,158	351,350
7/1/20 - 6/30/21	225	1,276	46,975	333,999	27,204	361,203
7/1/21 - 6/30/22	225	1,308	48,854	343,054	28,293	371,346
7/1/22 - 6/30/23	225	1,340	50,808	352,363	29,424	381,787
7/1/23 - 6/30/24	225	1,374	52,840	361,934	30,601	392,535
Total	2,250		445,727	3,218,564	258,131	3,476,695

<sup>(2)</sup> From Appendix Exhibit 6 for 2014 (0% trend per annum thereafter).

<sup>(3)</sup> From Appendix Exhibit 4-1 for 2014 (2.5% trend per annum thereafter).

<sup>(4)</sup> From the projections in the USTIF Loss Fund analysis.

<sup>(5)</sup> Equals (2) x (3) + (4).

<sup>(6)</sup> Value for 2014 selected based on discussions with the PA Insurance Department. Trended at 4% thereafter.

<sup>(7)</sup> Sum of (5) and (6).



#### Estimated Revenue for the Period 7/1/2014 - 6/30/2015

(1)	(1)	(2)	(3)	(4)
-----	-----	-----	-----	-----

	Number of Licenses or		
Туре	Activities	Fees	Revenue
Company Fees	213	1,000	213,000
Activity - Removal	410	15	6,150
Activity - Major Modifications	800	50	40,000
Activity - Installations	225	50	11,250
		Indicated Total	270,400
	(5) Actual F	Fees - 7/1/2013 to 6/30/2014	310,526
	Sele	ected 2014/15 TIIP Revenue	280,000

<sup>(2)</sup> From Appendix Exhibit 6 with the Number of Licenses provided by the PA Insurance Department.

<sup>(3)</sup> From the current fee structure.

<sup>(4)</sup> Equals (2) times (3)

<sup>(5)</sup> Provided by PA Insurance Department.



### **Estimation of Prospective Loss Rate**

(1)	(2)	(3)	(4)	(5)

Calendar or Fiscal Year	Indicated Ultimate	Ultimate Trended to 2014/15	Tanks-Installed	Loss per Tank
1/1/02 - 6/30/02	0	0	86	0
7/1/02 - 6/30/03	80,735	108,579	461	236
7/1/03 - 6/30/04	0	0	334	0
7/1/04 - 6/30/05	0	0	314	0
7/1/05 - 6/30/06	0	0	261	0
7/1/06 - 6/30/07	0	0	220	0
7/1/07 - 6/30/08	0	0	232	0
7/1/08 - 6/30/09	0	0	275	0
7/1/09 - 6/30/10	18,946	21,436	241	89
7/1/10 - 6/30/11	966,102	1,066,396	242	4,407
7/1/11 - 6/30/12	356,533	383,947	292	1,315
7/1/12 - 6/30/13	478,061	502,263	209	2,403
7/1/13 - 6/30/14	272,242	279,048	209	1,335
Total	2,172,620	2,361,670	3,376	700
Control	2,172,620		3,376	
		Ave	erage: 7/1/2002 - 6/30/2013	676
			erage: 7/1/2004 - 6/30/2013	864
			04 - 6/30/2013 (Excl. 2010)	966
		Ave	erage: 7/1/2006 - 6/30/2013	1,154
		Prior Selecte	ed Loss Rate (2013 Review)	950
			Selected Loss Rate	1,100

<sup>(2)</sup> From Appendix Exhibit 4-2.

<sup>(3)</sup> Trended at 2.5% per annum.

<sup>(4)</sup> From Appendix Exhibit 6.

<sup>(5)</sup> Equals (3) divided by (4).

(7)



(1)

## Pennsylvania Insurance Department / Bureau of Special Funds **Tank Installers Indemnification Program**

#### **Estimation of Ultimate TIIP Losses**

(5)

					(2) + (1-(3))*(4)x (117)	see note
	Ex	pected % Reported at				
Calendar or Fiscal Year	Reported Loss at 6/30/14	6/30/2014	Revenue	Loss Development Estimate	BF Loss Estimates	Indicated Ultimate
1/1/02 - 6/30/02	0	89%	208,026	0	19,636	0
7/1/02 - 6/30/03	80,735	88%	348,561	92,266	116,891	80,735

(4)

(3)

	=	, , , , , , , , , , , , , , , , , , ,					
Calendar or Fiscal Year	Reported Loss at 6/30/14	6/30/2014	Revenue	Loss Development Estimate	BF Loss Estimates	Indicated Ultimate	
1/1/02 - 6/30/02	0	89%	208,026	0	19,636	0	
7/1/02 - 6/30/03	80,735	88%	348,561	92,266	116,891	80,735	
7/1/03 - 6/30/04	0	86%	325,583	0	37,725	0	
7/1/04 - 6/30/05	0	84%	320,096	0	42,574	0	
7/1/05 - 6/30/06	0	82%	310,424	0	46,885	0	
7/1/06 - 6/30/07	0	80%	300,471	0	50,967	0	
7/1/07 - 6/30/08	0	76%	299,774	0	58,858	0	
7/1/08 - 6/30/09	0	72%	327,028	0	75,910	0	
7/1/09 - 6/30/10	0	68%	286,278	0	75,786	18,946	
7/1/10 - 6/30/11	881,413	65%	290,385	1,358,905	966,102	966,102	
7/1/11 - 6/30/12	262,500	60%	286,120	434,577	356,533	356,533	
7/1/12 - 6/30/13	375,000	57%	289,456	656,717	478,061	478,061	
7/1/13 - 6/30/14	125,000	43%	310,526	291,571	272,242	272,242	
Total	1,724,648		3,902,727	2,834,036	2,598,172	2,172,620	
Control	1,724,648		3,902,727				

(2)

<sup>(2)</sup> From Appendix Exhibit 5.

<sup>(3)</sup> Per USTIF loss development factors.

<sup>(4)</sup> From Appendix Exhibit 6.

<sup>(5)</sup> Equals (2) divided by (3).

<sup>(6)</sup> Assumes a 17% expense to revenue ratio based on the assumptions in the USTIF analysis (includes a provision for ULAE).

<sup>(7)</sup> Equals (2) if there are no open or appealed cases and equals (6) for 2010-2013. Otherwise, equals weighted average of (5) and (6).



Summary of TIIP Data as of June 30, 2014

(1)	(2)	(3)	(4)	(5)	(6)	(7)
		Number	of Claims by Type			
Calendar or Fiscal Year	Open	Appealed	Closed or Withdrawn	Total	Paid ALAE Expense Amounts	Reported Loss

Calendar or Fiscal Year	Open	Appealed	Closed or Withdrawn	Total	Paid ALAE Expense Amounts	Reported Loss
1/1/02 - 6/30/02	_	_	-	_	-	_
7/1/02 - 6/30/03	-	-	5	5	54,247	80,735
7/1/03 - 6/30/04	-	-	4	4	31,493	-
7/1/04 - 6/30/05	-	-	-	-	-	-
7/1/05 - 6/30/06	-	-	-	-	-	-
7/1/06 - 6/30/07	-	-	2	2	-	-
7/1/07 - 6/30/08	-	-	1	1	-	-
7/1/08 - 6/30/09	-	-	-	-	-	-
7/1/09 - 6/30/10	1	1	-	2	-	-
7/1/10 - 6/30/11	1	-	2	3	97,061	881,413
7/1/11 - 6/30/12	2	-	4	6	147,568	262,500
7/1/12 - 6/30/13	2	-	1	3	50,488	375,000
7/1/13 - 6/30/14	1	1	-	2	-	125,000
Total	7	2	19	28	380,857	1,724,648
Control	7	2	19	28		1,724,648
	-	-	-	-	-	-

<sup>(2) - (4)</sup> Based on client data.

<sup>(5)</sup> Sum of (2) through (4).

<sup>(6) &</sup>amp; (7) Based on client data.



## Pennsylvania Insurance Department / Bureau of Special Funds **Tank Installers Indemnification Program**

**Exposure Summary - By Period** 

180

245

238

225

(1)	(2)	(3)	(4)	(5)
		Activities		
Calendar or Fiscal Year	Tanks-Removed or Closed	Tanks-Major Modifications	Tanks-Installed	Total Fee Revenue
1/1/02 - 6/30/02	239	99	86	208,026
7/1/02 - 6/30/03	783	559	461	348,561
7/1/03 - 6/30/04	973	561	334	325,583
7/1/04 - 6/30/05	817	681	314	320,096
7/1/05 - 6/30/06	646	569	261	310,424
7/1/06 - 6/30/07	513	476	220	300,471
7/1/07 - 6/30/08	522	489	232	299,774
7/1/08 - 6/30/09	580	822	275	327,028
7/1/09 - 6/30/10	475	725	241	286,278
7/1/10 - 6/30/11	529	907	242	290,385
7/1/11 - 6/30/12	418	885	292	286,120
7/1/12 - 6/30/13	364	729	209	289,456
7/1/13 - 6/30/14*	364	729	209	310,526
Total	7,223	8,231	3,376	3,902,727
(6a) Indication #1 for 7/1/14 - 6/30/15	312	913	214	

266

455

419

410

600

800

813

800

(6b) Indication #2 for 7/1/14 - 6/30/15

(6c) Average for 7/1/08 - 6/30/14

(6d) Average for 7/1/10 - 6/30/14

(7) Selected for 7/1/14 - 6/30/15

<sup>(2) - (5)</sup> Based on client data.

<sup>(6</sup>a) Based on Linear Regression for 2007 - 2013.

<sup>(6</sup>b) Based on Linear Regression for 2010 - 2013.

<sup>(6</sup>c) and (6d) Simple Averages

<sup>(7)</sup> Selected based on actuarial judgment and discussions with the client.

<sup>\* (2)-(4)</sup> set equal to 2012/13 for projection purposes. A one-time batch of transactions was processed in 2013/14 that was non-recurring and is not considered predictive of future activity levels.